

5th EAPASA SADC Regional Conference
Pre-Conference Training Programme



EAPASA CPD Accredited Course: Mastering Negotiation Skills (CPD 1 POINT)

This accredited professional development course equips Environmental Assessment (EA) practitioners with the mindset, frameworks, and practical tools to negotiate effectively across technical, social, regulatory, and community contexts.

Why are Negotiations Skills crucial?

In the World of Environmental Impact Assessments, Negotiation Is Key. When it comes to Environmental Impact Assessments (EIAs), mastering the art of negotiation can make all the difference. Strong negotiation skills lead to better outcomes for your projects, your stakeholders, and the environment.

Here's why:

- **Achieve Balanced Solutions:** Negotiation helps balance the needs of all parties, ensuring that both environmental concerns and business goals are met.
- **Save Time and Resources:** Effective negotiation can expedite the EIA process, reducing delays and saving valuable resources. Fewer disputes mean faster approvals and smoother project execution.
- **Enhance Stakeholder Relationships:** Strong negotiation skills foster trust and collaboration with government agencies, communities, and environmental groups, resulting in fewer conflicts and stronger partnerships.
- **Secure Favourable Outcomes:** With negotiation mastery, you can secure better terms and conditions that align with your project goals, while also contributing to a greener future.



VENUE:
Mentors Country Estate
Cnr N2 & Saint Francis Dr,
Jeffreys Bay, 6330
Inkwa Conference Room



TIME:
08:30 - 16:30



LUNCH:
Included

REGISTER HERE:

<https://enviroworks.co.za/cs4/mastering-negotiation-skills/>

Why Attend?

- Gain practical skills to navigate complex, multi-stakeholder negotiations.
 - Build confidence in communicating technical and value-based information.
 - Strengthen ethical decision-making and trust-building capacity.
- Earn Continuing Professional Development (CPD) points while enhancing your impact.

Who Should Attend?

- Environmental consultants and assessors
- Government regulators and permitting officers
- NGO and community engagement practitioners
- Project developers, sustainability officers, and policy advisors

Course Format

A Full day course, In-person, interactive.

Learning Objectives

By the end of this course, participants will be able to:

- ① Understand the psychology and principles of negotiation.
- ② Identify different negotiation styles and when to use them.
- ③ Apply structured frameworks (like BATNA, ZOPA) in real negotiations.
- ④ Improve persuasion, active listening, and emotional intelligence skills.
- ⑤ Handle conflicts, objections, and difficult counterparts.
- ⑥ Build long-term, win-win relationships through negotiation.



Course Structure

Module 1: Introduction to Negotiation

- What is negotiation? Myths vs. reality
- Everyday applications of negotiation
- The 4 pillars: Preparation, Communication, Strategy, Relationship

Module 2: Core Principles

- Win-win vs. win-lose vs. lose-lose outcomes
- The psychology of influence (Cialdini's principles)
- Key terms: BATNA, WATNA, ZOPA

Module 3: Negotiation Styles & Strategies

- Competing, Collaborating, Compromising, Avoiding, Accommodating
- Recognizing your style & adapting to others
- Hardball tactics and how to counter them

Module 4: Communication & Persuasion

- Verbal and non-verbal cues
- Active listening & questioning techniques
- Storytelling and framing offer effectively

Module 5: Preparation & Planning

- Researching and setting goals
- Building your BATNA and identifying the other party's
- Mapping interests vs. positions

Module 6: Managing Emotions & Conflict

- Staying calm under pressure
- Handling aggression, ultimatums, and manipulation
- Building empathy and trust