



Course 205

Bargaining Negotiations

This course teaches the skills required to win at bargaining negotiations. Participants will learn:

- The steps in a bargaining negotiation
- How to analyze the negotiations to determine if they are progressing in a bargaining or problem-solving mode
- How to identify the specific skills and attitudes required of successful bargainers
- How to make the initial offer
- How and when to grant concessions
- How to secure concessions from the other party
- Self-examination, role play and case studies tie negotiations to on-the-job situations

May 11 & 12, 2026
8:30 am – 4:30 pm (EST)
VIRTUAL

[REGISTRATION LINK](#)

**Payment can be made via registration link above—
\$415USD+ hst - Member or
\$575USD+ hst - Non-Member**



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