



PMP EXAM PREP. COURSE

Know, Apply, Practice and get Expertise



NEGOTIATION IN PROJECT MANAGEMENT

PRESENTER: SAMEH MAKKY PMP, ACP, MBA

AGENDA



Introduction

Negotiation Ten Rules

What to negotiate ?

Are there any benefits ?

Negotiation Four Forces

What happens ?

Negotiation Process

NEGOTIATION



How you are skilled in negotiation, how the project you are working for will be affected. As a project management professional, you are negotiating on daily basis, literally on daily basis.

You negotiate when:

- Asking for resources,
- Having the approval on the budget,
- Updating the project plan,
- Agreeing on materials delivery dates,
- Going into inspections
- Getting a permit to work
- Assigning a team member for specific task

When you negotiate, keep the win-win situation is your objective. Forcing others to accept something is not an ethical behavior.

NEGOTIATION



Negotiation Ten Rules

Be Patient

Be positive

Gather
information

Float trial
balloons

Know your
status

Know your
opening offer

Limit your
authority

Know your
bottom line

Never reward
intimidation
tactics

Be Prepared

One of the amazing lessons that keeps getting repeated is how much more you can get, simply by **ASKING FOR IT!**

NEGOTIATION



What to negotiate as a project management professional?

- Authority boundaries
- Scope, cost, and schedule objectives
- Changes to scope, cost or schedule
- Release, acceptance, go/no-go criteria
- Contract terms and conditions
- Assignments, roles and responsibilities
- Resources
- Prices
- Delivery dates
- Liabilities.

NEGOTIATION



What are the benefits?

- Getting better control in business as well as personal situations.
- Identifying your priorities and the second party priorities as well.
- Improving the interpersonal relationships, in case it the negotiations handled positively.
- Maintain healthy environment for all the project stakeholders.
- Resolving conflicts and disputes in easy and quick way .
- Negotiations help to reduces stress and frustration.

NEGOTIATION



Be Prepared

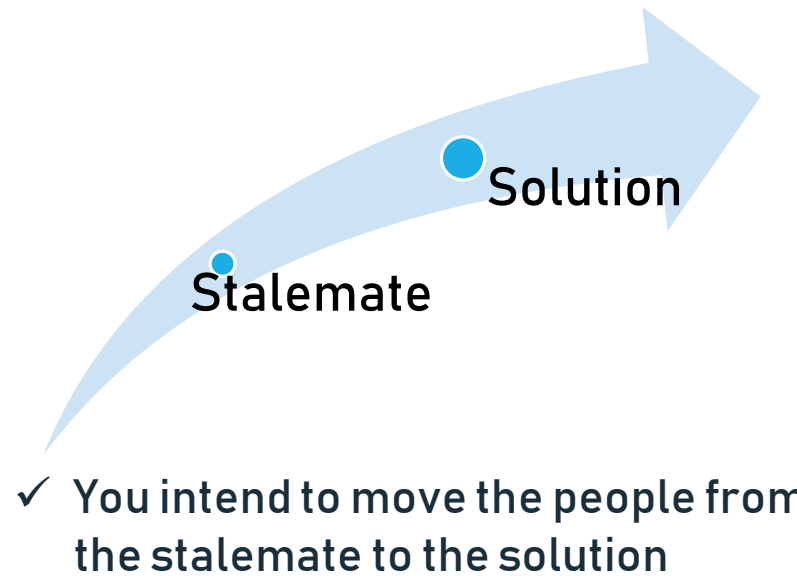
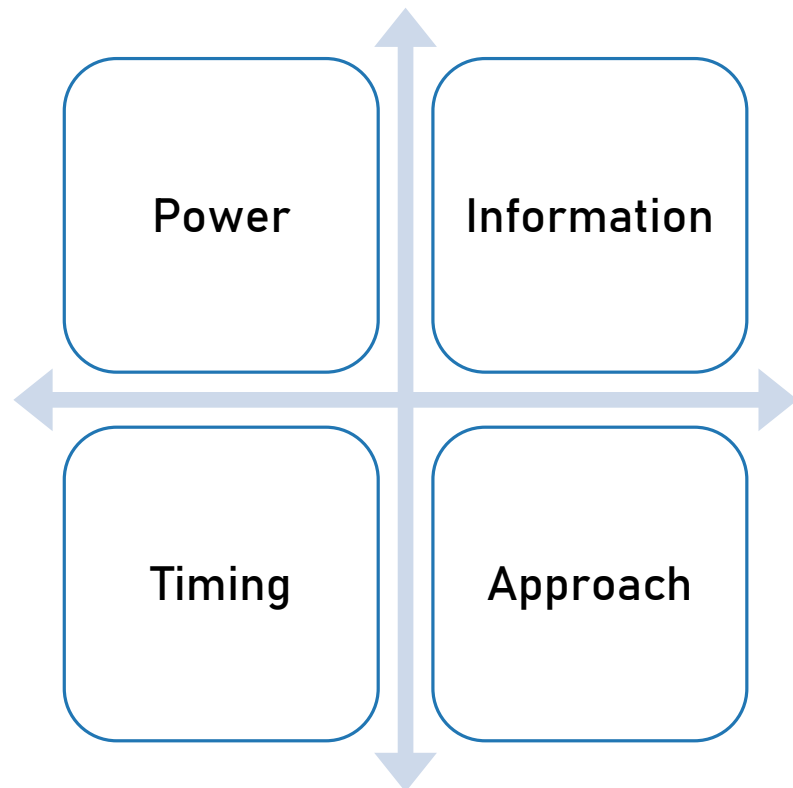
You have to be fully aware about the topic background, review of the process, know the details of your plan such the project general plan, the communications plan, the political plan. Review the stakeholder engagement strategy, etc.



NEGOTIATION



Negotiation Four Forces



NEGOTIATION



What happens?

- Communication back and forth for the purpose of making a joint decision.
- A way of finding a mutually acceptable solution to a shared problem.
- Achieving an ideal outcome: a wise decision, efficiently and amicably agreed upon.



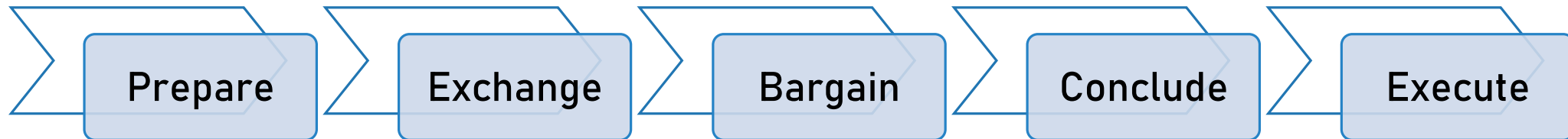
- 1.- + BATNA (Best Alternative to Negotiated Agreement)
 - Know theirs. Know & improve yours.

Good negotiations consist of a relentless search for the Third Alternative:

NEGOTIATION



Negotiation Process



- ✓ Analyze the bounds of the negotiations for agreement
- ✓ Assess priorities and determine ultimate objectives
- ✓ Verify objectives of the project agreement is met
- ✓ Participate in agreement negotiations
- ✓ Determine a negotiation strategy

Thank you

You can contact us for any questions at:

info @ pm-corner.com

PM CORNER

Project Management Services