

<b>Course ID</b>	<b>P45598</b>	<b>Negotiation for Leaders</b>		
<b>Program</b>	Police		<b>Status</b>	Active
<b>Subject</b>	Inservice		<b>Credit Hours</b>	6.00
<b>Instructor</b>			<b>Pass Score</b>	0.00
<b>Provider</b>	MD Police & Corr. Training Commissions		<b>Approved</b>	10-14-2021
<b>Location</b>			<b>Period From</b>	2-09-2022
<b>Course Type</b>			<b>Period To</b>	2-09-2025
<b>Training Type</b>			<b>File Number</b>	
<b>Attribute</b>				
<b>Attribute</b>				
<b>Attribute</b>				
<b>Attribute</b>				
<b>Attribute</b>				
<b>Attribute</b>				

Persons who complete this course will be awarded the following certification.

**Certificate  
Status  
For Period**

**Course Description**

This course is designed to enable a manager or supervisor to learn negotiation skills and techniques to utilize in daily interactions. Topics to be covered include: negotiation skills and methods, determining when it is appropriate to negotiate, identifying negotiation styles and tactics, the role of emotions in negotiation, and common negotiation situations.

**Class Sessions**

<b>Course ID</b>	<b>C17949</b>	<b>Negotiation for Leaders</b>		
<b>Program</b>	Corrections		<b>Status</b>	Active
<b>Subject</b>	Inservice		<b>Credit Hours</b>	6.00
<b>Instructor</b>			<b>Pass Score</b>	0.00
<b>Provider</b>	MD Police & Corr. Training Commissions		<b>Approved</b>	10-14-2021
<b>Location</b>			<b>Period From</b>	2-09-2022
<b>Course Type</b>			<b>Period To</b>	2-09-2025
<b>Training Type</b>			<b>File Number</b>	
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