

PCMP 305 Competencies

- Comprehensive negotiation planning, preparation and implementation
- Negotiating (finalize) contract elements with highest ranked proponent
- Investigating and resolving vendor complaints
- Managing interest group and external stakeholder issues

PCMP 305 Course Description

Provides participants with an opportunity to practice and develop their negotiation skills in both individual and team negotiations using various negotiation situations common to procurement within the BC Government. Participants will act as both negotiators and observers, using different negotiation scenarios in order to develop their individual negotiation skills through practical application as well as through the observation of others.