



# characteristics of a natural resource negotiation

*At the conclusion of this lesson, participants should be able to: identify and characterize a natural resource negotiation.*

## **Multiple Party**

Multiple perspectives and diverse needs make natural resource negotiations complex. Each party speaks its own language, with its own terms, perspectives, triggers, and ways of thinking and problem solving.

## **Multiple Issue**

Each natural resource negotiation has a complex set of issues that make up the base problem.

## **Multiple Time Considerations**

Earlier interactions among negotiators will affect how present and future negotiations will proceed.

Positive: Incremental change makes negotiating somewhat predictable.

Negative: If parties damage each other, then they may be hardened.

## **Multiple Level**

Different degrees of authority may be represented. Some may have to “kick decisions upstairs.” Know who has decision authority.

## **Technology Centered**

There is a real danger in getting lost in the technicalities of a dispute.

Power can be gained by learning your opponents’ technical language.

## **Contest of Values**

Although most negotiations appear to revolve around technical issues, nearly every negotiation involves a disagreement over how people ought to interact with the natural environment.

## **Requires Negotiation Skills**

May require more advanced bargaining skills and problem solving for more complex negotiations.

## **Regulatory Environment**

Your agency may have the ultimate authority or may not be in charge. Coordination with the federal family is often essential.

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