



الجامعة الافتراضية السورية  
SYRIAN VIRTUAL UNIVERSITY



مركز التعلم مدى الحياة  
Lifelong Learning Center



DEP  
برنامج رقمنة العمليات الهندسية  
Digitization of Engineering Processes

# قائد نمذجة معلومات البناء

# BIM Leader Diploma L1





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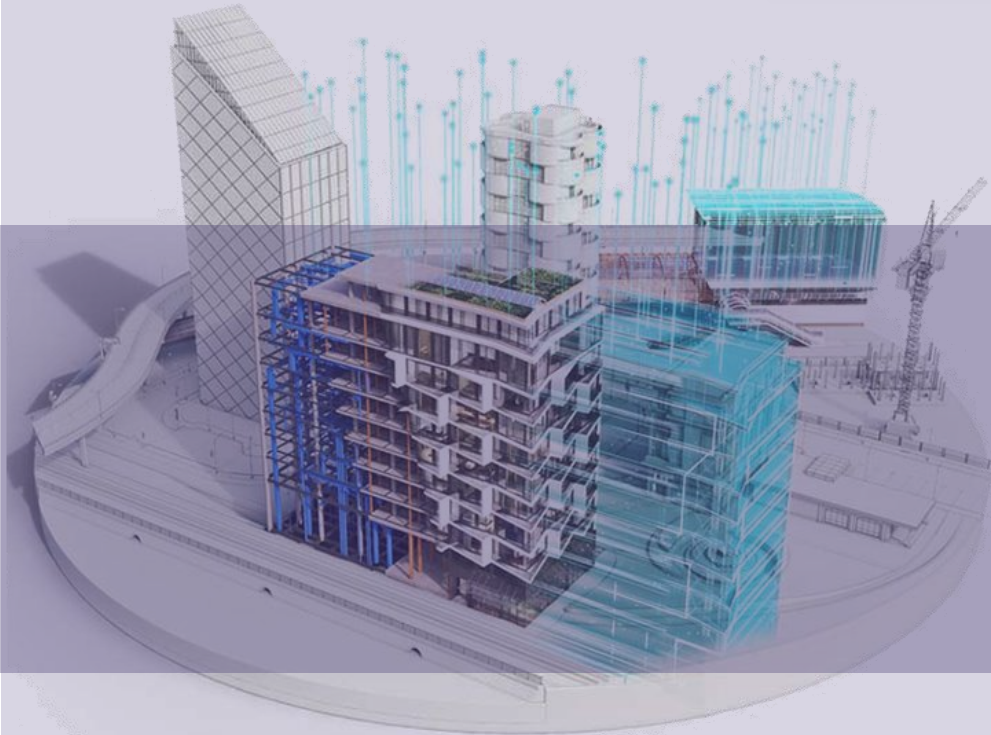


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## Negotiation and conflict resolution skills



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- 1 Understanding the Context of Negotiation in BIM Projects
- 2 Negotiation Techniques for BIM Projects
- 3 Conflict Resolution Strategies
- 4 Tools and Technologies for Conflict Resolution
- 5 Training and Professional Development

Negotiation and conflict resolution skills

Contents



# Managing internal coordination meetings within a company



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Understanding  
the Context  
of Negotiation  
in BIM Projects

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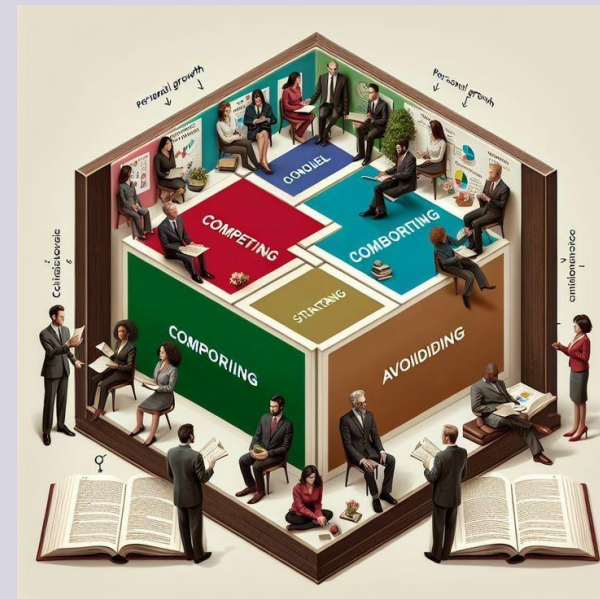
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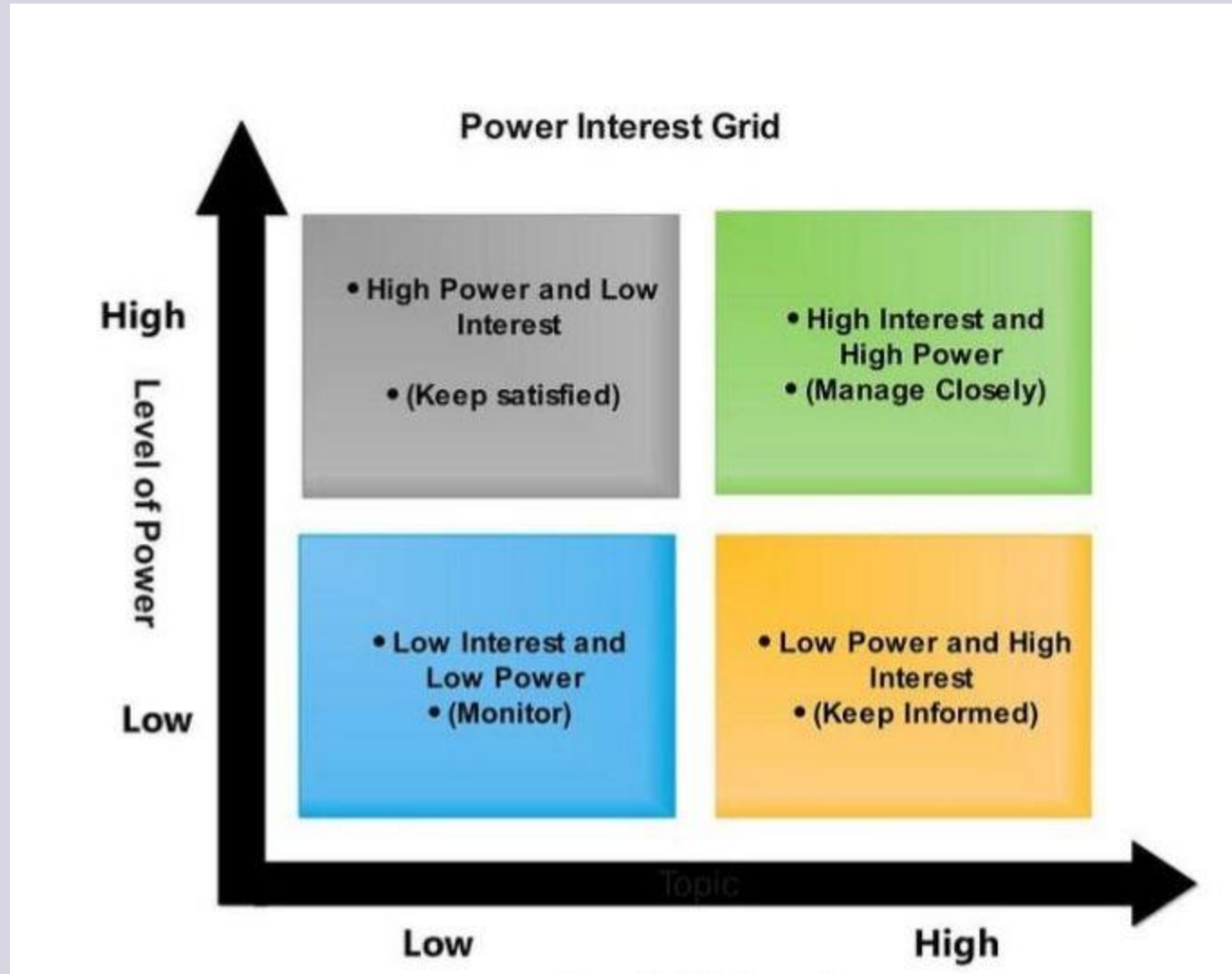
1

### First Paragraph

## Understanding the Context of Negotiation in BIM Projects

- Defining Stakeholders
- Establishing Communication Channels
- Identifying Potential Conflicts







# Managing internal coordination meetings within a company



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.Negotiation Techniques  
for BIM Projects

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Paragraph

## Negotiation Techniques for BIM Projects

- a. Active Listening
- b. Open Communication
- c. Focus on Interests, Not Positions
- d. Seek Common Goals
- e. Be Adaptable and Flexible

**ACTIVE  
LISTENING:  
THE ART OF  
NEGOTIATION  
COMMUNICATION**

[www.ivychestnut.com](http://www.ivychestnut.com)

# Fundamentals of a Good Negotiation

## Preparation

Prepare for successful negotiations.

## Active Listening

Personalize pitch through active listening.

## Effective Communication

Master concise, compelling communication.

## Win-Win Mindset

Seek mutually beneficial agreements in negotiations.

## Building Relationships

Build relationships beyond agreements.





# Managing internal coordination meetings within a company



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Conflict Resolution Strategies

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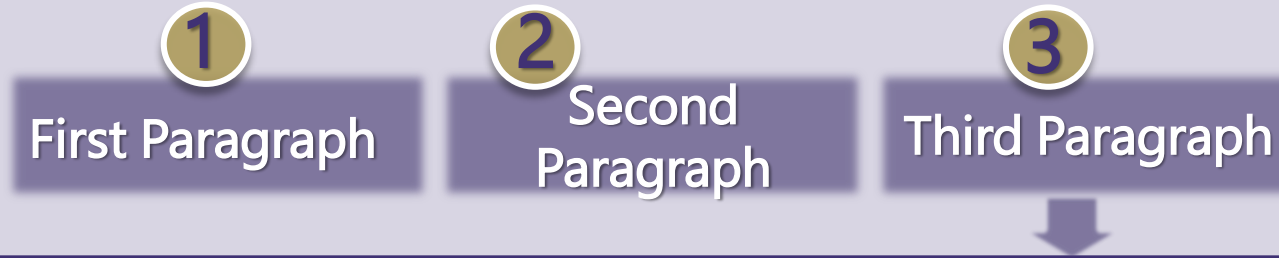
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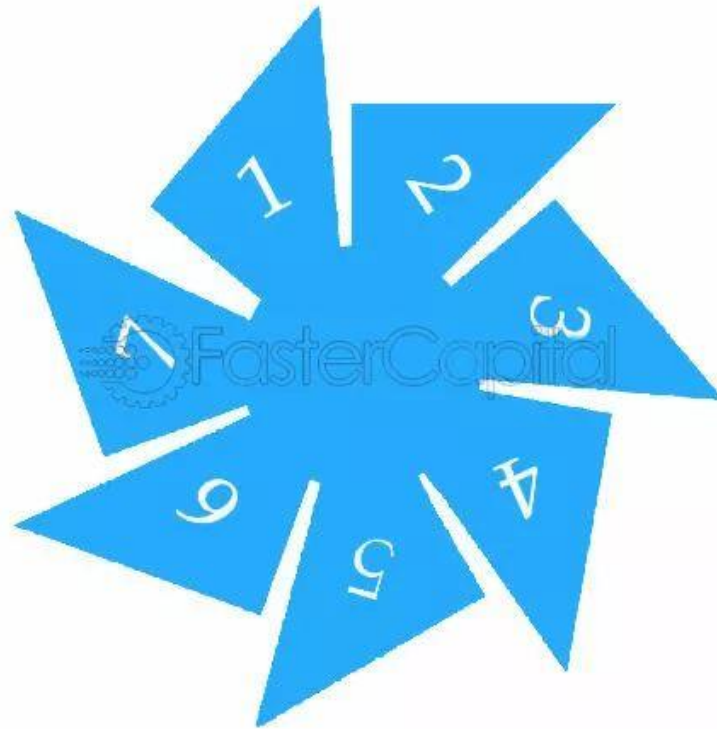
## Conflict Resolution Strategies

- Early Intervention
- Escalation Procedures
- Conflict Resolution Models
- Neutral Facilitation
- Documentation and Follow-Up



# Negotiation Strategies

- Understand Your Client's Needs
- Build Rapport and Trust
- Focus on Value
- Explore Win-Win Solutions



- Use Objective Criteria
- Anticipate and Address Objections
- Leverage Examples and Case Studies



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Tools and Technologies  
for Conflict Resolution

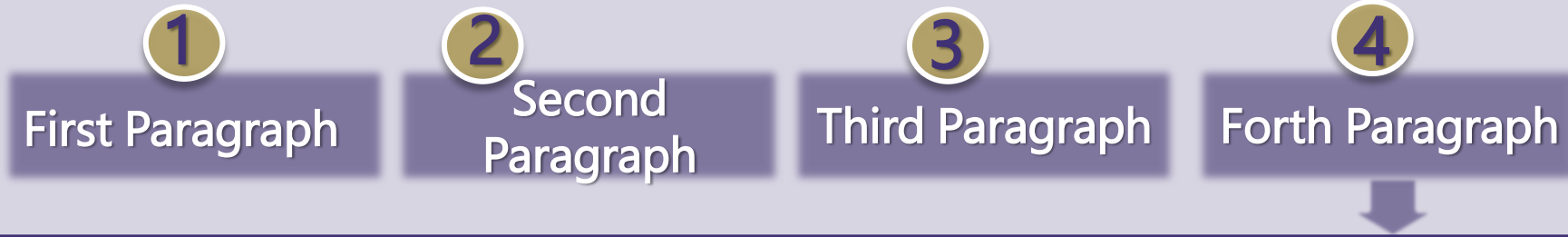
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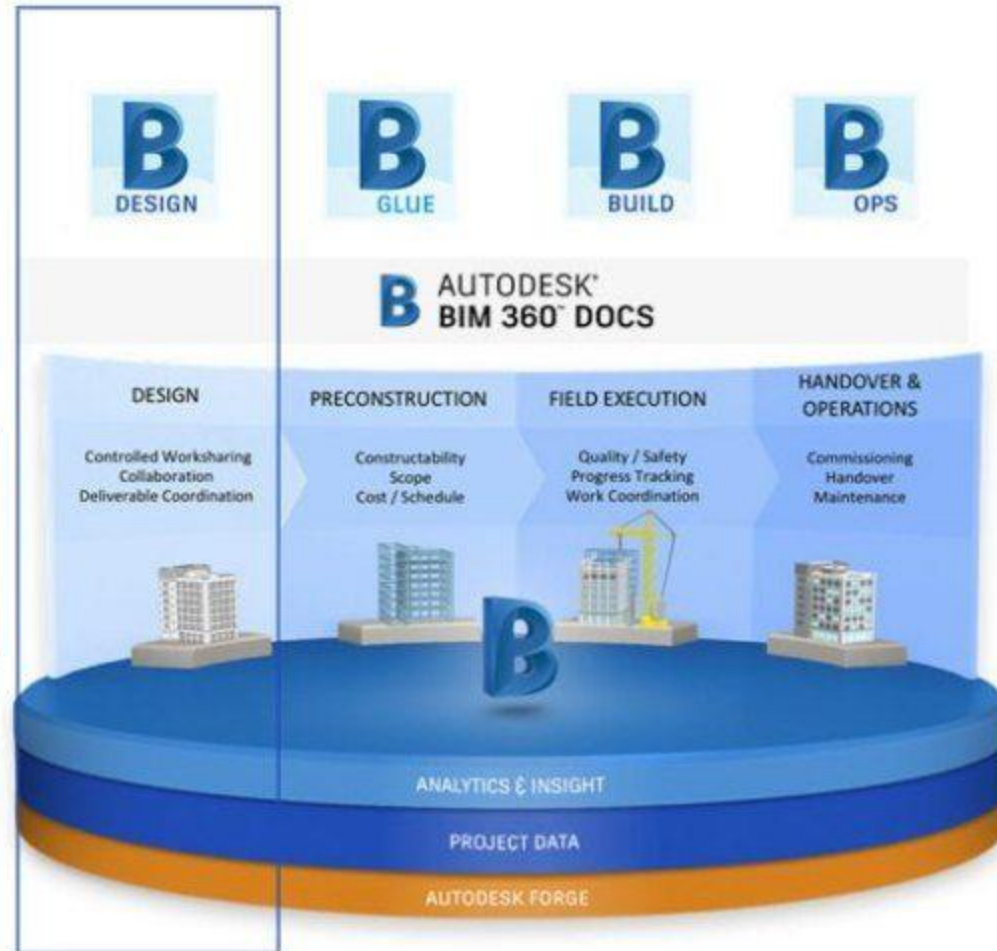
## Tools and Technologies for Conflict Resolution

- BIM Collaboration Software
- Virtual Meeting Platforms
- Project Management Tools
- Data Analytics and Visualization



# **B** AUTODESK® BIM 360® DESIGN

- + **Revit Cloud Worksharing**
  - + With Next-gen BIM 360 platform
  - + With BIM 360 Team as you have been doing with Collaboration for Revit in Revit 2018.3 and earlier
- + **Design Collaboration**  
Next-gen BIM 360 module
- + **Document Management**  
Next-gen BIM 360 module
- + **Desktop Connector**  
Service connecting cloud to desktop



# AUTODESK® BIM COLLABORATE PRO



Work anytime, anywhere in  
Revit, Civil 3D & Plant 3D

Designers (Authors)



Centrally manage your data in a  
unified platform

Reviewers



Share feedback, view insights, and detect  
clashes on any device

Decision Makers



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Training and  
Professional  
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### Training and Professional Development

- Conflict Resolution Training
- BIM Certification Programs
- Soft Skills Development





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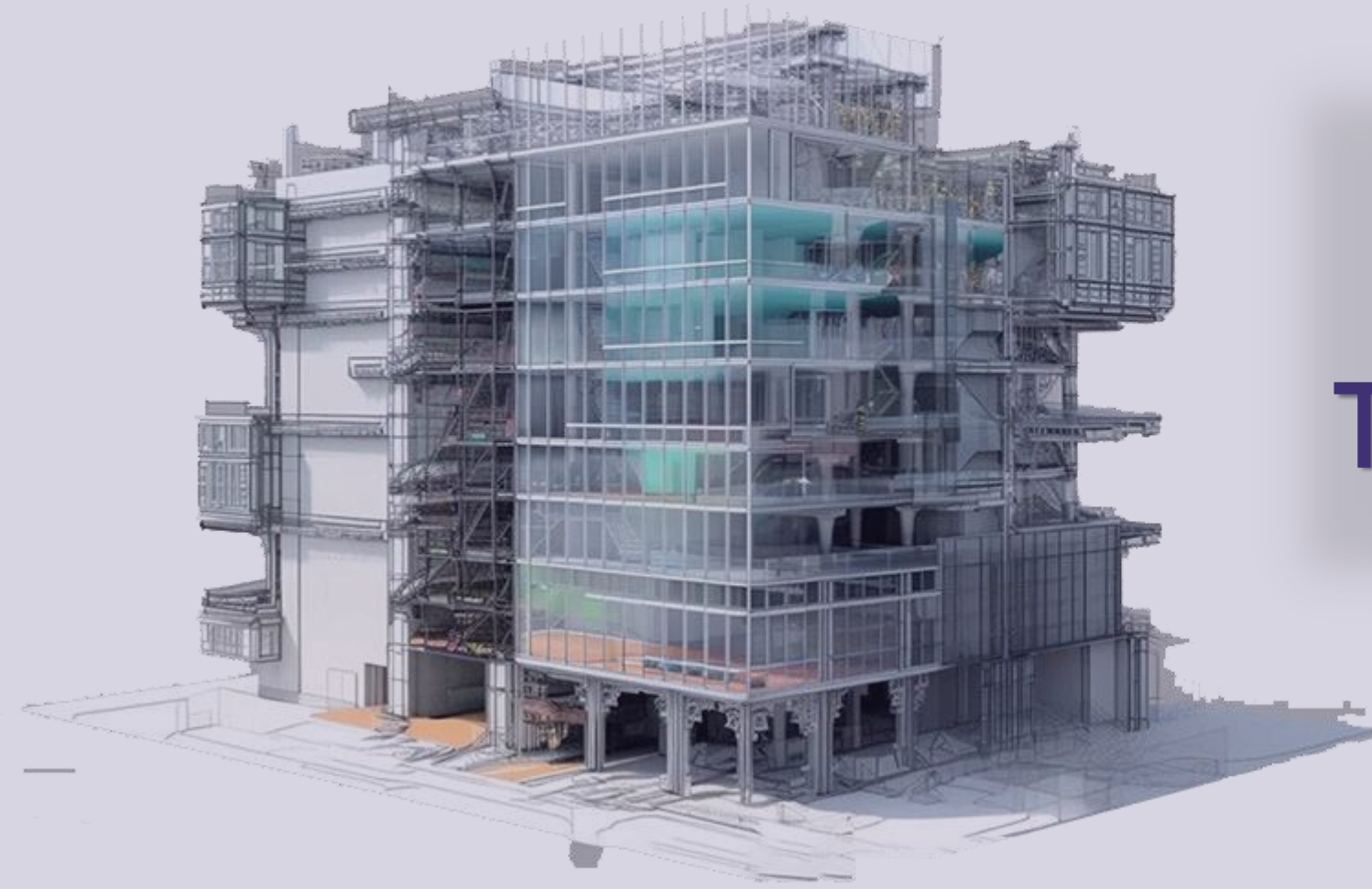


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شكراً لإصغائكم  
Thank you !