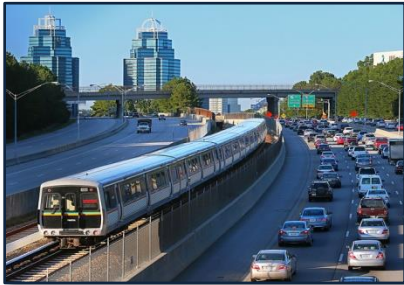


## Georgia DOT Obtains Federal Certification of State Safety Oversight Program



The Georgia Department of Transportation (Georgia DOT) is pleased to announce it has obtained early approval and certification of our State Safety Oversight (SSO) Program for rail transit

by the U.S. Department of Transportation's Federal Transit Administration (FTA). Federal law requires states with rail transit systems to obtain FTA certification of their SSO Programs by April 15, 2019.

This certification is required under the Moving Ahead for Progress in the 21st Century Act (MAP-21) reauthorized under the Fixing America's Surface Transportation Act (FAST Act). Georgia's SSO Program is controlled by Georgia DOT, and is tasked with establishing the minimum requirements for safety and security programs at each rail transit agency within the state's jurisdiction and is required for Georgia to continue to receive federal transit funding.

"By obtaining this certification Georgia is able to continue to receive federal funding – to the extent of \$194.5 million for FY 2019 – and most importantly we're able to continue

to perform the necessary oversight of our rail transit systems including MARTA and the Atlanta Streetcar to ensure they are operating safely," said Georgia DOT Commissioner Russell R. McMurry.

For the certification to be obtained, Georgia DOT had to adopt and enforce relevant federal and state safety laws, have investigative authority, and have appropriate financial and human resources for the number, size and complexity of the rail transit systems within the Georgia's jurisdiction. Subsequently, over the course of the past year leading up to certification, the Department participated in meaningful work sessions with the affected transit agencies and our FTA headquarters and regional partners to ensure all parties were apprised of the pending changes to Georgia's SSO Program.

Georgia is one of only 11 states that has successfully obtained this certification almost a year in advance of the federal safety deadline. If a state does not obtain certification by the April 15, 2019 deadline, federal law does not allow FTA to award any federal public transportation funds to any public transportation agencies throughout that state until certification is achieved.

To See More, Read Excerpt: <https://us13.campaign-archive.com/?u=80dbe14272ec0b5e1a1bf5b4e&id=0f0e6a1d9e>

### About the GDOT

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### About the Program

The Construction Estimating Institute (CEI) works with GDOT as the statewide provider of the federally fund Disadvantaged Business Enterprises (DBE) Supportive Services Program.

We want to increase the number of certified DBEs participating in highway and bridge construction, as well as assist DBEs in growing and eventually becoming self-sufficient.

Additionally, CEI provides supportive services by assisting prime contractors and consultants with identifying DBEs for subcontracting opportunities on priority projects.

# 6 Principles of Successful Workplace Negotiation

## Techniques to better manage politics & persuasion on a project



No matter your job title, chances are you engage in workplace negotiations every day. Whether you are vying for your team to receive more company resources, driving your ideas through to completion on a project or simply managing your day-to-day workload, being able to successfully negotiate with others is essential for success.

At its core, negotiation is really about persuasion—how you present your ideas to others in a way that moves them to agree with you, reach a meaningful compromise or take action. Researchers have identified six fundamental principles of persuasion, or influence, that do not involve the merits of the proposal, but rather the way in which you communicate them.

When you understand and use the following principles ethically, you too can become a more effective negotiator and pave your own path to success.

### 1. *The Principle of Reciprocity*

People tend to give back to others what has been given to them. While some people think of reciprocity in terms of exchanging money, goods or services, the truth is, it involves much more.

For example, when participating in a conversation or discussion, by providing others with attention,

information, concessions and respect, you will likely receive the same from them in return. In order to maximize the principle of reciprocity in a negotiation, you should be the first to offer these signs of respect, and be sure what you give is personalized and unexpected.

### 2. *The Principle of Scarcity*

People want what they cannot have. That is why advertisements that promise “limited time only” or “limited quantities available” are so effective. In a workplace negotiation situation, it is important to describe the unique, or otherwise unattainable, advantages of any recommendation or offer you propose to the other party. However, research shows that in situations marked with uncertainty, people are more apt to take action when they know what they stand to lose, rather than what they could possibly gain. Therefore, when negotiating, it is important not only to tell people the benefits, but also what they could lose if they do not move in your recommended direction.

### 3. *The Principle of Authority*

Research shows that people typically follow the lead of those they perceive as credible and knowledgeable experts. This makes sense, especially because legitimate authorities have attained their positions by virtue of greater knowledge, skill or expertise in their field. Unfortunately, many experts mistakenly assume that others will naturally recognize their expertise, running the risk of sabotaging their own success.

Read Excerpt: <https://www.constructionbusinessowner.com/6-principles-successful-workplace-negotiation>

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