

# GDOT Newsletter

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Volume 69



## SUPPORTIVE SERVICES

- Estimating Training
- Building Capacity
- Mobilization Financing
- Bonding Assistance
- Marketing Plan Development
- Creating a Business Plan
- Building a Website
- Plan Reading



## Walker's Crossing proposed roundabout project is online for public review and comment

Information on the proposed project to build a roundabout at the State Route (SR) 122 and SR 125 intersection, commonly known as Walker's Crossing in Berrien, Lanier and Lowndes counties, is online and available for public comment.

The site is:

<https://sr-122-sr-125-roundabout-gdot.hub.arcgis.com/>

and it will be available until March 23.

Georgia Department of Transportation proposes to replace the four-legged intersection with a modern, single-lane roundabout. SR 122 traffic is currently controlled by stop signs and SR 125 traffic does not stop.

The intersection does not qualify for a traffic signal under federal guidelines. Additional information on consideration of a traffic signal is on the website. The roundabout is proposed to reduce the number and severity of crashes. Thirty-six crashes were reported at the intersection between 2019 and 2021. The majority of those were angle crashes caused by SR 122 motorists who stopped at the signs but didn't yield to cross traffic.

The project is in the preliminary design phase. The roundabout is designed to be 140 feet in diameter with a 17-foot apron to accommodate large trucks. The travel lane within the roundabout would widen from 12 to 18 feet. The project is expected to be advertised for bid in early 2024 and construction is expected to take about two years.

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## How Creative Conflict Can Propel Business Negotiations

The business-to-business (B2B) landscape has changed dramatically over the years. But several megatrends continue to progress, including globalization, technological disruption, instant information exchange and customized solutions versus commoditized inputs. These trends have led to new ways of doing business and new kinds of business transactions. Long-term agreements, exclusivity, strategic relationships, joint ventures and partnerships have grown in place of old-style competitive price bidding. However, many construction business owners learned to negotiate based on rules that are no longer suited for the current environment.

One thing has stayed the same, though, and that's conflict — all negotiations inherently involve conflict by their very nature. Creativity is the best way to break through the conflict and attain negotiating success in a way that solves the problem and builds a relationship. Fear and avoidance of conflict can lead to poorly negotiated agreements and missed opportunities. Negotiation is now more important than ever in a fast-paced and ever-changing industry. It's time for a more sophisticated negotiating approach. Business negotiators must address the evolving nature of B2B transactions.

While common advice such as "don't split the difference" and "don't concede first" will always be a necessary part of a negotiator's toolkit, these tips miss the point of conducting a negotiation within a relationship setting.

### Not All Negotiations are the Same

There are three major regions to consider with creative negotiations: bargaining, creative deal-making and relationship-building. Understanding the type of negotiation — and which region it falls into — will help you use the appropriate strategies and tactics.

The first region, bargaining, is the domain of The Gamesman. Buying and selling of true commodities (lots of options for the buyer) or one-off sales or purchases are typical examples. Here, like in the game of poker, a certain amount of gamesmanship, bluffing and misdirection goes on. Bargaining can be best thought of as a zero-sum contest, typically over one main issue like price, where anything you win comes out of my pocket and vice versa.

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## About The GDOT

The goal of the DBE Supportive Services Program is to increase the number of DBEs participating on GDOT contracts and facilitate the opportunity for DBEs to obtain contracts. The services are designed to:

- Assist established construction firms to move them from bidding as a subcontractor to bidding as a Prime Contractor to produce sound bids.
- Provide access to training increases DBE expertise in handling of daily business operations.



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