



Overview

While Negotiation is a key competency in professional life, many of us do not have formal training in negotiating. Often, we negotiate by acting instinctively (and often randomly), or emulating our others. And through this process of trial and error, we develop our own styles of negotiating. However, sometimes, these styles that we develop can lead to three difficulties. First, the styles that we develop do not necessarily sit well with our personality or conflict resolution styles. Secondly, the styles we adopt are not necessarily guided by a coherent paradigm or strategic thinking and action. Finally, these styles are often adversarial and zero-sum, leading to unsustainable business and personal relationships. This workshop does not seek to replace the existing effective negotiation skills that you already have. However, it seeks to enhance the range of tools you have available to negotiate effectively. This 2-day workshop will focus on giving participants a working knowledge of the Interests-Based Model of Negotiation created by Roger Fisher and as taught at the Program on Negotiation at Harvard Law School. It will be taught through a mixture of presentations, facilitated discussions and role plays.

Learning Objectives

In this 2-day workshop, participants will learn how to:

1. Gain Insight into your Existing Negotiation Style
2. Identify a Trajectory for your Development
3. Learn a Framework for Preparing, Analysing and Navigating a Negotiation
4. Learn to Analyse and Overcome Impasse
5. Learn to Connect Meaningfully with your counterpart

Click [here](#) for workshop schedule.

Who Should Attend

Professionals who manage & influence stakeholders using negotiation as a tool

Course Run

The 2-day workshop will be conducted in-person:

Dates : 23 & 24 November 2023, Thursday & Friday

Time : 9:30 am to 5:30 pm

Venue : Executive Seminar Room, Level 3, Block B, National University of Singapore (Bukit Timah Campus)

Trainer's Bio



An award winning teacher, Professor Joel Lee pioneered the teaching and training of negotiation in Singapore. He has worked closely with consultants and trainers associated with the Harvard Negotiation Project and is widely acknowledged as a leading negotiation trainer and practitioner. He has also had extensive experience as a consultant and trainer for corporate clients such as Standard Chartered Bank, Freshfields, the Singapore International Mediation Centre, Rajah & Tann, Service Quality Centre, and SingTel.

Click [Here](#) to View Full Profile.

Course Fees & Subsidy

S\$1,836 (inclusive of 8% GST)

This course is eligible for SkillsFuture Credit claim. All Singaporeans aged 25 and above can use their \$500 SkillsFuture Credit and the additional S\$500 SkillsFuture Credit Top-up from the government to offset part of the course fee for this programme. Applicants who wish to use the SkillsFuture Credit may refer to the SkillsFuture website at <https://www.myskillsfuture.gov.sg/> for more details.

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User Guides

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SILE-CPD Points

Participants who wish to obtain CPD Points must comply strictly with the Attendance Policy set out in the CPD Guidelines. For this activity, participants are reminded to sign in on arrival and sign out at the conclusion of each day of the event in the manner required by the organiser. Participants must not be absent from each day of the event for more than 15 minutes. Participants may obtain 6.5 Public CPD Points for each day of the event on which they comply strictly with the Attendance Policy. Participants who do not comply with the Attendance Policy on any particular day of the event will not be able to obtain CPD Points for that day. Please refer to www.sileCPDcentre.sg for more information.



Public CPD Points:

Day 1 - 6.5 (TBC)

Day 2 - 6.5 (TBC)

Practice Area: Professional Skills

Training Category: Foundation

Contact Person

For enquiries, please contact Megan at email: nuslawacademy@nus.edu.sg or tel: (65) 6601 8980.
