

Negotiating Success (2-Day Workshop)

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.

Learning Objectives

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

- Gain Insight into your Existing Negotiation Style
- Identify a Trajectory for your Development
- Learn a Framework for Preparing, Analysing and Navigating a Negotiation
- Learn to Analyse and Overcome Impasse
- Learn to Connect Meaningfully with your counterpart

Who Should Attend

Professionals who manage & influence stakeholders using negotiation as a tool

Mode of Delivery

In-person workshop @ NUS (Bukit Timah Campus)

Next Course Run

21 & 22 November 2024

Application deadline : 1 November 2024

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.

Course Fee

S\$1,853 (inclusive of 9% GST)

The workshop is eligible for SkillsFuture Credit Claim.


Contact Information



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Negotiating Success Workshop

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