

A Masterclass in International Negotiation

A four day course for senior executives

Purpose of the Masterclass?

A Masterclass in International Negotiation has been developed by two professional negotiators each with extensive international experience in many parts of the world. It is an intensive 4-day programme specifically designed to give business executives the confidence to effectively deal with intensive negotiations within a cross-cultural environment.

The Masterclass has been prepared for senior executives who are tasked with developing and deepening relationships with overseas clients, suppliers and stakeholders.

Businesses in the UK are increasingly focusing their attention on international expansion through the formation of partnerships and contracts with overseas partners and clients. However, in many otherwise sophisticated companies, the level of knowledge and competency in conducting international negotiations is disappointingly low and this programme has been specially tailored to address this skill gap.

The target group for the programme will comprise international business development executives; senior commercial and legal executives; and other professionals operating in the international arena who are required to manage and promote business relationships with foreign stakeholders.

The designers and lead facilitators of the Masterclass have a unique blend of knowledge, education, skills and international experience that make them particularly credible to deliver such a programme.

Programme Overview

The programme, spread over 4 days, covers the following elements:

-Day 1 Overview of the negotiation process. Elements will include. Preconditions for success in mediation. Defining negotiation goals. Positions, interests and options. Positional versus Interest based bargaining. Impact of Culture on Negotiation. Preparation and planning for intercultural negotiation.

-Day 2 The Benefits of Negotiation through Mediation, The Concept and Principals of Mediation, The Mediation Process, Preparation and Opening sessions, Skills of the Mediator, Dealing with People in dispute, Developing Solutions.

-Day 3 Developing Personal Insight as a Negotiator/Mediator, Characteristics and Competencies of Effective Mediators, Personal styles in dealing with Conflict, Advanced active listening skills, Steps to relationship building, 4 Steps to planning and implementing Difficult Conversations, the Trusted Advisor Model in negotiation and mediation.

-Day 4 Culture, cross cultural applicability of Western Negotiation/Mediation Models, the Hofstede Model for analysing and understanding culture, Values and Ethics in Negotiation, Team Dynamics & Group Decision Making in Negotiation/Mediation teams, Building a Negotiation/Mediation Team for success, Groupthink and techniques for avoiding it.

The programme will equip you to

-conduct negotiations/mediations with a greater degree of confidence and knowledge;
-analyse the cultural context in which you are negotiating/mediating and adapt your approach to influence more effectively;

-be able to use a number of the skills involved in negotiation/mediation;
-be better prepared for international negotiations and mediations and know what to expect;
-develop and deepen business relationship with your key stakeholders;

- avoid conflict, misunderstandings and disputes;
- feel more comfortable with holding difficult conversations and more in control of potential conflict scenarios; and
- to develop deeper insight into yourself as a negotiator/mediator and into your strengths and areas for future development.

The Programme Facilitators

Christopher Wacyk BA PGDipAppPsych CPsychol CSci AFBPsS MCIArb

Chartered Psychologist

Chartered Scientist

ADR Group Accredited Mediator

Member of the Chartered Institute of Arbitrators

Christopher is an Accredited Commercial Mediator, Chartered Psychologist & Chartered Scientist. He has over twenty-six years of international experience as an Executive Coach, Facilitator and Mediator. He has been active professionally in over twenty-five countries around the world. He works primarily with senior executives and their teams. He has worked in almost every sector of the economy from banking and finance to oil and gas, construction, IT, luxury hotels and many more. He is a Member of the Coaching Faculty of the IGLC, INSEAD Global Leadership Group in Fontainebleau and of the European School of Business & Technology in Berlin. He is a Panel Member of ADRNet and is a Member of the Chartered Institute of Arbitrators and the Civil Mediation Council. In addition he is an SCMA Mediation Advocate.

Professor Robert JacksonCEng CWEM FICE FCIWEM MAE

Chartered Engineer

Chartered Environmentalist

ADR Group Accredited Mediator

Member of the Academy of Experts

Robert held the prestigious Mouchel Chair in the Department of Civil Engineering at the University of Salford, Greater Manchester, where he was Associate Head of the School of Computing, Science & Engineering. He is now Managing Director of Parlé, a London based company specialising in providing a comprehensive package of services in Alternative Dispute Resolution. He is a consultant trainer to the ADR Group and delivers their civil and commercial foundation-training course approved by the Law Society and Bar Council. He also delivers the prestigious Mediator Skills Masterclass for the leading training provider for the UK construction industry, Thomas Telford Training Ltd. His professional career has spanned a period of 35 years during which he has worked throughout the UK and in the Middle East, Far East and South East Asia. He has conducted numerous mediations including commercial disputes with claim values up to £20M and has successfully facilitated mediated settlements in the areas of engineering; construction; environment; education; professional negligence; copyright and intellectual property.

Venue, Dates & Costs

Course Venue: The International Dispute Resolution Centre, 70 Fleet Street, London EC4Y 1EU

Course Date: 31st October to -3rd November 2012

Cost: £3,000 + VAT per delegate