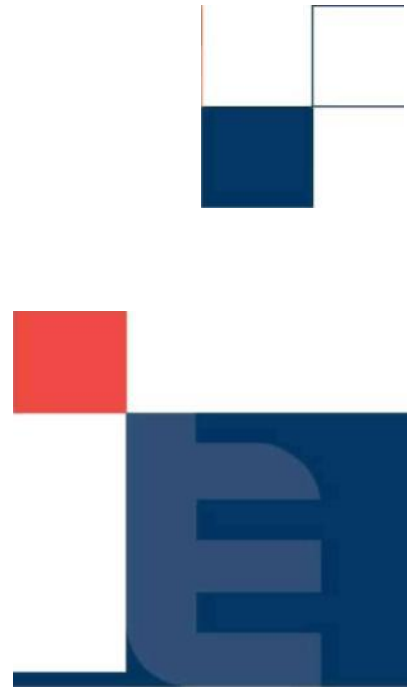


CEDR and the Hellenic Mediation
and Arbitration Centre present:

Negotiation Skills and Practice



Explore different negotiation approaches
Develop flexibility
Select different strategies...give you the best result

CEDR and HMAC are providing experienced negotiators with the opportunity to explore, develop and reflect on their skills by exploring the **principles and practice of negotiation**. A central element of the skills developed will be to become familiar with the tips and tricks of **experienced negotiators**, having been developed through CEDR's and HMACs practical experience of working with complex and often 'deadlocked' negotiations.

Differing from the Mediator Skills Training programme, this **3 day course** focuses on maximising skills and strategy in negotiation. Learning through practice ensures that participants achieve the **best possible results** from any business negotiation.

About HMAC

Founded in 2006, the Hellenic Mediation and Arbitration Centre is the first of its kind in Greece, offering state of the art **mediation training and services** in exclusive collaboration with CEDR.

"In business, you don't get what you deserve, you get what you negotiate"

Chester L. Karrass

"A fantastic course which will apply to negotiators in any discipline"

Legal Director, RICS

"Brilliant - one of the best, courses I have ever done"

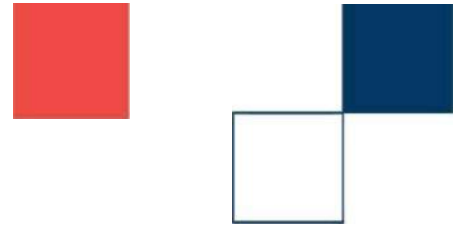
Senior Council, The Bar Council of Ireland

"Nearly 2/3 of disputes settled by direct negotiation before litigation in the last three years"

2012 CEDR Corporate Counsel

"Business loses €11 million every hour through poor communication and bad commercial relationships: we need to be better at negotiating"

Clive Rich



What you will learn

Over **3 days** under the **expert** guidance of local HMAAC and CEDR negotiation and conflict management **specialists**:

- ✓ **Principles and phases of negotiation**
- ✓ **Creating value out of negotiation positions**
- ✓ **Effective communication**
- ✓ **Approach to decision-making and risk**
- ✓ **Dealing with deadlock**
- ✓ **Multi-party negotiations**
- ✓ **Complex negotiations**
- ✓ **Inter-organisational negotiations**
- ✓ **Managing emotion in negotiation**
- ✓ **Cross-cultural negotiations**
- ✓ **Impact of electronic negotiations**

About CEDR

Founded in 1990, CEDR is the **largest** conflict management consultancy in Europe.

Specialist

- Our work prevents, manages, and resolves conflict

Practitioners

- We complement theory through practiced-based approaches

Experienced

- We have over 25 years of training and working in the field of negotiation and dispute resolution

Who should attend?

- Individuals with the responsibility for negotiation from **professional, corporate** and **public sector** backgrounds
- Those who are explicitly involved in negotiations, for example **deal makers, dispute professionals, procurement managers** or **HR professionals**
- Those for whom negotiation is a simple reality of daily life, for example **executives** with a **leadership role** in a unit, department or business, senior **civil servants** or others who have to satisfy a range of **stakeholder** groups

Course Dates: **to be announced**

Book your place now:

T: + 30 210 36 20 274

F: + 30 210 36 26 610

✉ : ikaragiorgi@sae-epe.gr,
info@hellenic-mediation.gr

Venue: Athens
Panepistimiou 16,
Syntagma

