

Advanced Negotiation and Mediation: Mastering Complex Disputes

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Rome (Italy)

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Advanced Negotiation and Mediation: Mastering Complex Disputes

~~R202229000218337008627~~ **Location:** Rome (Italy) **Fees:** 5200 GBP

Course Description

This intensive 5-day course is designed for experienced negotiators and mediators seeking to enhance their skills in handling complex, high-stakes disputes. Participants will explore advanced strategies, ethical considerations, and cutting-edge techniques in negotiation and mediation. The course combines theoretical knowledge with practical application, preparing professionals to excel in challenging conflict resolution scenarios.

Learning Objectives

- Develop advanced negotiation and mediation strategies for complex, multi-party disputes
- Master techniques for managing power imbalances and high-conflict personalities
- Understand and apply ethical considerations in challenging mediation scenarios
- Enhance skills in crafting durable agreements and overcoming impasses
- Learn to integrate technology and online tools in negotiation and mediation processes

Course Modules

Day 1: Advanced Negotiation Strategies

- Complex multi-party negotiations
- Game theory in negotiation
- Cognitive biases and decision-making
- Advanced BATNA and ZOPA analysis

Day 2: Advanced Mediation Techniques

- Managing power imbalances
- Dealing with high-conflict personalities
- Narrative mediation approaches
- Transformative mediation techniques

Day 3: Ethics and Challenging Scenarios

- Ethical dilemmas in negotiation and mediation
- Cultural considerations in global disputes
- Mediating emotionally charged conflicts
- Confidentiality and legal issues

A graphic of a chessboard with several chess pieces. A large gold king piece is prominent in the foreground, with a silver pawn and a gold pawn nearby. In the background, there are concentric circles and the text 'UK Training PARTNER' in a bold, black, sans-serif font.

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Day 4: Impasse Resolution and Agreement Crafting

- Advanced impasse resolution strategies
- Creativity in option generation
- Drafting durable agreements
- Post-settlement implementation and monitoring

Day 5: Technology and Future Trends

- Online dispute resolution platforms
- AI and machine learning in negotiation
- Virtual and augmented reality in mediation
- Emerging trends in conflict resolution

Practical Wins for Participants

- Ability to handle complex, high-stakes negotiations and mediations with confidence
- Enhanced toolkit of advanced strategies for impasse resolution and agreement crafting
- Improved skills in managing challenging personalities and power dynamics
- Proficiency in integrating technology into negotiation and mediation processes

A graphic of a chessboard with several chess pieces (a king, a queen, and a pawn) in the bottom right corner. The board is white and black, and the pieces are gold and silver.

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