

UPCOMING EVENTS

NEGOTIATION SKILLS WORKSHOP

Date: **Tuesday, 6 December 2016**

Venue: **Bullitt Hotel, 40a Church Lane, Belfast, BT1 4QN**

Time: **10:00 – 13:00**

CPD Hours: **3**

Cost: **£100 for members and £150 for non-members**

Introduction

This half day training workshop will ensure that participants grow their confidence in approaching and participating in a negotiation.

What You Will Learn

By the end of this session participants will:

- identify the process underlying effective negotiations including preparation and the negotiation steps;
- plan their negotiations to achieve a win:win outcome;
- understand the key skills necessary to manage the negotiation successfully; and
- recognise how your negotiation style may impact how you negotiate

The style of delivery will be highly facilitated and will include group work as well as some individual reflection. At all stages participants will consider how the learning can work for them.

Speaker: Aideen Jeffrey.

Booking Form
NEGOTIATION SKILLS WORKSHOP
6 DECEMBER 2016

Name(s): _____

Firm: _____

Address: _____

Telephone: _____

E-mail: _____

Send cheque made payable to “Company & Commercial Lawyers Group” and booking form to Alice Bailie, A&L Goodbody, 42/46 Fountain Street, Belfast BT1 5EF.

Or, use the following link and pay by PayPal <http://cclgni.org/events/>. Please include details of the seminar/workshop and input the correct price form the above options.