

WORKSHOP DETAILS

Program Outline

Date	Time	Activity
DAY ONE	8:00 - 8:45	Registration
	9:00 - 12:15 (including break)	The Power of Negotiation The Challenge of Negotiation <i>Case Simulation</i>
	12:15 - 1:15	Lunch
	1:15 - 5:30	The Five Critical Elements of Negotiation Success <i>Case Simulation</i>
	6.45 pm	Workshop Dinner
DAY TWO	9:00 - 9:20	Review of Key Insights
	9:20 -12:30 (including break)	Emotions: The Core Concerns Framework <i>Personal Application Exercise</i>
	12:30 - 1:30	Lunch
	1:30 - 4:00	<i>Multi-Party Case Simulation</i>
	4:00 - 5:00	Review and Next Steps

The Program may be modified to further meet participant's needs.

Accommodation

This Workshop will be residential for the first night. This will facilitate participant networking and attending the Workshop Dinner.

Accommodation will be provided at the Shangri-La Hotel, 176 Cumberland Street, The Rocks, Sydney.

The cost of the accommodation is included in the Registration Fee. Any charges made to the room are payable by the participant.

Participants from outside Sydney can book a room at the Shangri-La Hotel for the night at the Workshop rate of \$320.00 for bed and breakfast.

Registration Fee

\$3,950.00 + GST

The Registration Fee includes the Workshop and course materials; accommodation and the Workshop Dinner; and lunches, morning & afternoon teas for two days.

ABOUT DR SHAPIRO

Dr. Shapiro's talks have been hailed as "nothing short of mesmerising."

Seeing him in action, you can understand why. Whether he is speaking to a group of 10 or 1,000, he interacts with participants, involves them in brief demonstrations, and keeps everyone curious and surprised. His course at the Harvard Law School has consistently been among those evaluated most highly.

His international experience includes being an advisor to the International Criminal Court and conducting conflict management training during the Bosnian War.

He has provided training for Middle East negotiators, Serbian Members of Parliament, Macedonian politicians, and senior US and Chinese government Officers.

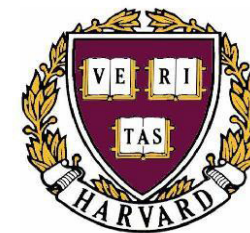
He has co-facilitated workshops with international leaders such as former British Prime Minister Tony Blair, and Her Majesty, Queen Rania of Jordan.

Through non-profit funding he developed a conflict management program that now reaches one million young people across more than 30 countries.

He has received numerous awards, including the Cloke-Millen 'Peacemaker of the Year Award' and the American Psychological Association's 'Early Career Award'. The World Economic Forum has named him a 'Young Global Leader'.

To Register

Please phone 02 9251 1616 for more information.



HARVARD CLUB OF AUSTRALIA

CAPTURING THE POWER OF NEGOTIATION

A special two-day Workshop with Harvard University expert in negotiations

DANIEL L. SHAPIRO PhD

Presented by the
Harvard Club of Australia

at the Shangri-La Hotel
176 Cumberland Street, The Rocks, Sydney

September Dates -To be Advised

The number of places is limited.
Book early to avoid disappointment

ABOUT THE WORKSHOP

How can you reach better outcomes in your negotiations with your board; with external partners; as a buyer or seller; or with your family? How can you deal with emotions – both yours and theirs?

This workshop will show you how.

Around the world, negotiators tend to rely on their instincts without the benefit of a systematic framework. As a result, negotiations are often unnecessarily adversarial and they fail to maximise mutual gains.

This workshop will introduce you to cutting-edge analytical frameworks and widely accepted approaches developed and applied by the Harvard Negotiation Project over the past 30 years. They have been applied successfully in innumerable business negotiations as well as in resolving international situations such as the:

- Iran Hostage Conflict
- Egypt-Israel Peace Negotiation
- Ecuador–Peru Territory Negotiation
- Central American Peace Negotiation
- USA-Soviet Arms Negotiations.

Negotiation skills are not just an add-on to political and business training. They are critical skills for sustaining and enhancing leadership and increasing the effectiveness of an organisation.

WORKSHOP DINNER

A workshop dinner with a special guest speaker will be held on Thursday evening.

OBJECTIVES

This two-day workshop will provide participants with the opportunity to:

- Become aware of assumptions that lead to enhanced value from negotiations
- Develop negotiation skills through case study and negotiation exercises
- Refine their negotiation style and strengths
- Learn three frameworks for increasing negotiation effectiveness developed at the Harvard Negotiation Project:

1. *The Critical Elements of Negotiation*

Can be used to prepare, conduct and review a negotiation

2. *Interest-Based Negotiation*

A powerful process to help negotiators maximise value in the negotiation and distribute value for mutual gain

3. *The Core Concerns Framework*

An innovative framework to help negotiators deal with the emotional and relationship challenges of negotiation.

Participants will be able to apply these frameworks in their own professional and personal negotiation contexts.

METHODOLOGY

The program will include lectures on negotiation theory and practical tools; case examples and video clips illustrating key points; case analysis and discussions; negotiation exercises and debriefings; sharing of experiences; and readings, practice and self-reflection.

DR DANIEL L SHAPIRO



Dr Daniel Shapiro is the Founder and Director of the Harvard International Negotiation Program and a renowned expert in the fields of negotiation and conflict resolution.

The negotiation frameworks he has developed have helped to resolve international conflicts and have become a standard part of negotiation training around the world.

Dr Shapiro is on the faculty of the Program on Negotiation at Harvard Law School and the Psychology Department at Harvard Medical School/McLean Hospital.

He is Chair of the World Economic Forum Global Agenda Council on Negotiation and Conflict Resolution, and he has consulted for Fortune 500 companies such as Microsoft and Starbucks.

He has contributed to a wide array of scholarly journals and practical books, including the bestseller '*Beyond Reason: Using Emotions as You Negotiate*' (with Roger Fisher).