

Executive Negotiation AND Conflict Management Skills Course

DUBAI
25th - 27th
MARCH
2019

Executive Negotiation and Conflict Management Skills Course which offers one- to-one personalised feedback for professionals.

Executive Negotiation and Conflict Management Skills Course

This 3-day intensive course will be delivered in partnership with the European Institute for Conflict Resolution (EICR). This course is aimed at people from all backgrounds and professions. We believe that strong negotiation skills can help people in all industries resolve conflicts in their workplace, in their home and in their personal life. The ability to negotiate can change how you perceive conflict; how you deal with it and can help you resolve the conflicts which arise across all areas of your life.

ADR-ODR INTERNATIONAL

This is the first course of its kind to combine practical conflict resolution and negotiation skills training with one-to-one personalised feedback. Below are 3 key reasons why you should train with ADR-ODR International:

1. Personalised Feedback-throughout the course delegates can approach trainers with their own examples of conflicts they have had to resolve or negotiations they have entered into in their workplace and personal life. Our expert trainers will then tailor their advice to their delegates' specific problems.
2. Leading Textbooks and Theory- we support all of our practical skills training with leading textbooks, which are provided to delegates in hard copy form and are paid for by the course fee.
3. Digital Learning- we firmly believe in modern training techniques, therefore all of our delegates will receive an iPad for the duration of the course. This iPad will be pre-loaded with all of the course materials so that delegates can learn at home or on the move.

Working groups

Each participant is scheduled to meet with a faculty member in a small working group once during the programme.

Feedback

Individualised feedback on your performance.

DUBAI AS A HUB

Dubai is home to more than 20,000 international companies including 124 of the Fortune 500. Dubai is fast becoming an innovation centre that attracts a level of diversity that is unparalleled with any other modern city. As Dubai grows to become an important commercial and financial centre, we believe that our school of Negotiation will take advantage of this growth, attract a very diverse range of delegates and our graduates will be given more learning opportunities than would be available in any other cities. Due to Dubai's unique location and transport links, we have chosen Dubai as the permanent home for our School of Negotiation.



Executive Negotiation and Conflict Management Skills Course

COURSE AIMS

The 2-day Executive Negotiation and Conflict Management Skills Course aims to:

- give you a basic understanding of how conflicts arise;
- give you an introduction to conflict resolution; and
- enable you to critically analyse the use of conflict resolution methods and approaches;
- equip you with the basic skills needed to negotiate your way through a conflict;
- help you to understand the principles behind negotiation;
- help you to understand the cross-cultural issues that can occur during negotiations;
- help you familiarise yourself with e-negotiations.
- help you to understand your own negotiation style (and other negotiation styles.)



TESTIMONIALS

"Having undertaken the Executive Negotiation and Management Skills Course in Dubai 2017, I would highly recommend it! The content is spot on and the interactive nature of the 3 days meant that the skills taught were immediately developed. The exercises certainly added value to the tools and techniques described. I would encourage all to listen intently and learn to become a better negotiator with ADR-ODR International. Thank you Rahim and Zoe!"

- Dominic Geodjenian, Solicitor, Assertive Group UK

"Taking the ADR-ODR International's Negotiation Course in Dubai was one of the most enlightening experiences of my career as I not only learned of the intricacies of negotiating, I also connected with the incredible people hosting and attending the course. Highly recommended and proud to be part of this movement."

**- Syed Akbar Hussain, Advocate (High Courts) of Pakistan
Partner SZH Law**

Executive Negotiation and Conflict Management Skills Course

MONDAY 25th MARCH

- 3:30pm
Registration
- 4pm - 7pm
An introduction to negotiation
- 7pm - 9pm
Welcome dinner (optional)

TUESDAY 26th MARCH

- 9am - 6pm
Negotiation skills
- 6pm - 8pm
Dinner (optional)

WEDNESDAY 27th MARCH

- 7am
Breakfast meeting and personalised feedback
- 8:30am - 12:30pm
Conflict resolution
- 1pm - 3pm
Assessments
- 3pm
Close and optional desert safari (includes dinner) (optional)

VENUE

Fairmont Hotel
Palm Dubai

A practical and worthwhile educational experience through the use of negotiation simulations and exercises.



WITH

- Accommodation
- Tuition
- Training materials - including textbooks
- iPad - for the duration of the course
- One-to-one personalised feedback
- Desert safari excursion
- All evening meals

£1,650 Per Person \$2,000 Per Person

8,000 AED Per Person

WITHOUT

- Accommodation
- Desert safari excursion
- Without evening meals

£1,150 Per Person \$1,600 Per Person

6,000 AED Per Person

To book your place, please email
info@adrodrinternational.com or call our office
on +44 (0) 203 488 1979.

ADR-DR
INTERNATIONAL



EUROPEAN
INSTITUTE FOR
CONFLICT
RESOLUTION

Rahim Shamji

Head of Training Faculty and Co-Head of the School of Negotiation



Mediation and Negotiation Experience

Since qualifying as a Barrister in 2000, Rahim has had a passion for resolving conflicts involving individuals, organisations and institutions either by negotiating or mediating. His interest was accelerated, in 2005, when he qualified as a Mediator. Subsequently Rahim used his negotiation and mediation skills as a trainer in over 30 countries across North America, Europe, Africa and Asia.

Rahim is an accredited Master Class Negotiator from Harvard Law School, which adds an extra dimension to his negotiation and mediation skills.

Rahim has a passion for understanding cross-cultural issues in conflict and the role culture can play in helping to produce a better and more practical settlement. He also has a keen interest in how the digitalisation of dispute resolution can persist in finding faster, more appropriate resolutions to disputes.

Rahim teaches classes on conflict resolution and is Guest Lecturer and Trainer on several conflict management programmes globally.

Professional and Training Qualifications

- LLB- Queen Mary University of London
- LLM-SOAS
- Harvard Master Class on Negotiation
- ADR-ODR International accredited Mediation Trainer (Civil-Commercial, Workplace, Family and Online Dispute Resolution.)

Languages

- English
- Gujarati
- Hindi

Professional Experience

Rahim is the Founder and Chief Executive of ADR-ODR International, head quartered in London. He is a Barrister and has been a Senior Law Lecturer at BPP Law School, London. He is the President Elect of the International Academy of Dispute Resolution based in Chicago. He has also served two terms as a Board Member of the National Conciliation and Arbitration Board for the UK.

Dr. Zoe Giannopoulou

Co-Head of the School of Negotiation



Mediation and Negotiation Experience

Zoe has a deep commitment to finding peaceful resolution using negotiation and mediation skills. In her practice as an International Dispute Resolution Consultant, Zoe has found that the ability to negotiate and mediate is vital and she enjoys teaching these essential skills to our delegates.

Training & Professional Qualifications

- Accredited Trainer for Mediators, by the Greek Ministry of Justice
- ADR-ODR International accredited Mediation Trainer (Civil-Commercial, Workplace and Family)
- Zoe is a practicing Lawyer in the field of Corporate Business and Commercial Law. Zoe also holds a PHD in European and Economic Law.
- Harvard Master Class on Negotiation

Languages

- Greek
- English
- French

Professional Experience

Zoe is the Director of the European Institute for Conflict Resolution and Deputy Chief Executive of ADR-ODR International. Zoe is passionate about educating others about ADR, she works as an UIA World Mediation Forum Advisor and a MBA Lecturer at the American College of Thessaloniki in the field of Conflict Resolution. In order to further educate people about ADR, Zoe writes and broadcasts regularly on legal matters and has a reputation for explaining complex legal and political issues to a lay audience. Zoe gives lectures and hosts seminars in cooperation with the Greek Ministry of Justice, Bar Associations, Chambers of Commerce, the Association of Greek Commercialists, ERA, ACT, IHU and FRA. In her spare time, Zoe volunteers as a Judge in international commercial mediation competitions (including competitions hosted by the ICC in Paris and In ADR in Chicago) and is a member of many charitable organisations, including American Farm School, MDA and Elepap.

