



QUEEN'S
UNIVERSITY
BELFAST

INSTITUTE OF
PROFESSIONAL
LEGAL STUDIES

ADVANCED NEGOTIATION SEMINAR

SHAPING
A BETTER
WORLD
SINCE 1845

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This seminar will examine core negotiation techniques and strategies and will explore some of the latest research in effective negotiation theory and practice. The seminar will involve interactive experiential exercises including a negotiation simulation.

TOPICS COVERED

- Cognitive biases and the neuroscience of negotiation
- Core negotiation theories and strategies (including BATNAs, ZOPAs etc)
- The five core concerns of negotiation
- Virtual negotiation tips and tricks
- Skills practice experiential exercise from the Programme on Negotiation from Harvard Law School.

DATE Thursday 21st May 2026

TIME 6.00pm to 9.00pm

Light refreshments will be available from 5.30pm

COST £100

REGISTRATION

<https://www.qub.ac.uk/schools/>

[Institute of Professional Legal Studies/CPD Courses/](https://www.qub.ac.uk/schools/instituteofprofessionallegalstudies/cpd/courses/)

VENUE

Institute of Professional Legal Studies Queen's University Belfast, 10 Lennoxvale, Belfast, BT9 5BY

CPD

3 CPD hours will be awarded for attendance at this seminar.



SPEAKER Enda Young

Enda Young is a specialist in mediation, negotiation and conflict resolution with over twenty-five years' experience as a practitioner, trainer and speaker. He helps people and organisations manage conflict, negotiate effectively and handle challenging conversations.

He is the Founder and CEO of the Centre for Negotiation and Leadership, a tutor on the Programme on Negotiation at Saïd Business School, University of Oxford, an Adjunct Teaching Fellow and Programme Director at Trinity Business School, Dublin, and Faculty Director of the Certified International Negotiator (CIN™) programme in Singapore. He previously served as Managing Director of Mediation Northern Ireland and Programme Director at the William J. Clinton Leadership Institute at Queen's University Belfast.

Enda holds an MA in Theory, Culture and Identity and a BEng in Mechanical Engineering from Queen's University Belfast. He trained at Harvard's Program on Negotiation and the Rotary Peace Fellowship at Chulalongkorn University, Bangkok. He is a certified mediator (IMI, MII), an accredited Executive Coach (AoEC) and an Associate Certified Coach (ICF).

Enda has worked with major companies, universities and NGOs worldwide, including Equinor, Sabic, Roche, Danske Bank, WHO, UNDP, BBC, Aljazeera, Oxford University and Trinity College Dublin, and has delivered training across Europe, Asia, Africa and the Americas.