



QUEEN'S  
UNIVERSITY  
BELFAST

INSTITUTE OF  
PROFESSIONAL  
LEGAL STUDIES

# ADVANCED NEGOTIATION SEMINAR

SHAPING  
A BETTER  
WORLD  
SINCE 1845



# ADVANCED NEGOTIATION SEMINAR

SHAPING  
A BETTER  
WORLD  
SINCE 1845

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** Tuesday 5th December 2022

**TIME** 6.00pm to 9.00pm

Light refreshments will be available from 5.30pm

**COST** £100

## REGISTRATION

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

## 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 is a negotiation, mediation and conflict resolution specialist with over twenty years' experience as a practitioner and in delivering training, talks and lectures.

Enda is the Managing Director of Mediation Northern Ireland and the founder of the negotiation programme at the William J Clinton Leadership Institute at Queen's University Belfast. He is a tutor for the programme on negotiation at Saïd Business School at University of Oxford and he has been trained at the Program on Negotiation at Harvard University.

Enda holds an MA in "Theory, Culture and Identity" and a BEng in Mechanical Engineering from Queen's University Belfast. He is a certificated mediator with the International Mediation Institute (IMI) and the Mediators' Institute of Ireland (MII), an

accredited Executive Coach with the Academy of Executive Coaching (AoEC), a member of the Association of Coaching (AC) and a member of the International Coaching Federation (ICF).

He has worked with some of the world's largest companies and international NGO's, and he has delivered talks and training throughout the UK and Ireland and internationally in: Malaysia, the United Arab Emirates, Switzerland, Thailand, Brazil, Romania, Turkey, South Africa, the Czech Republic, Canada and the United States.