



QUEEN'S
UNIVERSITY
BELFAST

INSTITUTE OF
PROFESSIONAL
LEGAL STUDIES

ADVANCED
NEGOTIATION
SEMINAR

SHAPING
A BETTER
WORLD
SINCE 1845

ADVANCED NEGOTIATION SEMINAR

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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 Tuesday 5th December 2023

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.