



Executive Negotiation & Conflict Management Skills Course



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

This 3-day intensive course is 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 and how you deal with it.

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 three 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 included in 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.

How does
the course
work?

Course Aims

The 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;
- 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, 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 <https://m.youtube.com/watch?v=t8JOeeErJCMd>. 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 not only learned of the intricacies of negotiating, I also connected with 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*



TOPICS TO BE COVERED

- An introduction to negotiation
- Negotiation skills
- Conflict Resolution
- Breakfast meeting and personalised feedback
- Assessments
- Optional desert safari

DUBAI AS A HUB

Dubai is home to more than 20,000 international companies including 138 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 city. Due to Dubai's unique location and transport links, we have chosen Dubai as the permanent home for our School of Negotiation.

Venue

ADR ODR International and the European Institute for Conflict Resolution are proud to be delivering the Executive Negotiation & Conflict Management Skills course at the Dubai International Financial Centre Academy (DIFC Academy), Dubai.

Course Fee

PRICE Per Person

£1,200

\$1,400

6,000 AED

To book your place and for further information, please visit: www.adrodrinternational.com/executive-negotiation-conflict-mgt-course. For questions, please do not hesitate to contact our dedicated team via email info@adrodrinternational.com or call our office on **+44 (0) 7823 663175**.

Trainer Profile

Rahim Shamji



Rahim Shamji

Barrister, Mediator, Negotiator, Trainer & Associate Arbitrator
Head of Training Faculty and Co-Head of the School of Negotiation

Professional Experience

Founder & Chief Executive - ADR ODR International

Barrister - Hardwicke Chambers

Director of Education and Training - 2011-2016

Harvard - Programme on Negotiation Masterclass - 2014

Area of Expertise

Civil/Commercial, Family Business, Hybrid, Workplace

ODR expert and International Conflict

Professional Memberships

The Bar Council of England and Wales

Singapore International Mediation Institute (SIMI)

International Mediation and Conciliation Programme

Qualified in 2005 as a Mediator

Languages

English

Gujarati

Hindi

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 and more appropriate resolutions to disputes.

Rahim teaches classes on conflict resolution and is a guest lecturer and trainer on several conflict management programmes globally.

Trainer Profile

Dr. Zoe Giannopoulou



Dr. Zoe Giannopoulou

Supreme Court Lawyer, Accredited Mediator, Negotiator, Trainer
Co-Head of the School of Negotiation

Professional/Academic Qualifications:

Aristotle University of Thessaloniki, Law School

Faculty of Law and Economic Sciences

- PhD, Commercial and Economic Law
- Postgraduate Studies in European and Economic Law (LLM)
- Degree in Law

Alternative Dispute Resolution

Harvard law School Program on Negotiation Executive Education

- Advanced Strategies for Experienced Negotiators
- Workshop on Mediation

MATA, LONDON, UK (ALTERNATIVE DISPUTE RESOLUTION)

- Advanced Mediation Training Course

TOOLKIT COMPANY, THE NETHERLANDS

Training for Trainers - International Training of Mediators Training Course

- Accredited Civil and Commercial Mediator (Hellenic Ministry of Justice, ADR GROUP UK, International Academy of Dispute Resolution USA)
- Accredited Civil and Commercial Mediator's Trainer (Hellenic Ministry of Justice, ADRg UK, ADR ODR International)
- Accredited Family Mediator (ADR GROUP UK)
- Accredited Workplace Mediator (ADR GROUP UK)
- Accredited Online Mediator (ADR GROUP UK)
- Accredited Peer Mediator Trainer (ADR GROUP UK, PMC - K. Bazin)
- Accredited Mediation Advocate (IMAP/ADRg UK)
- Certified International Negotiator (Harvard law School Program on Negotiation Executive Education)
- Accredited International Negotiation Trainer (ADR ODR International UK)

Professional Associations

- Lawyer at Supreme Court (Thessaloniki Bar Association)
- Founder and Director of European Institute for Conflict Resolution
- Member of Hellenic Ombudsman for Banking - Investment Services Panel
- Lead Mediation Trainer at Thessaloniki's Mediation Institute
- Deputy President of Mediators Accreditation Committee at the Ministry of Justice, (2014 -2017)
- Member of Franchise Association Mediation Panel
- Member of the working committee working on the implementation of ADR Consumer Disputes Directive as a representative of the Hellenic Ministry of Justice
- Member of the Writing Problems Committee at the International Chamber of Commerce Mediation Competition (ICC)
- Judicial Mediation Trainer, Hellenic National School of Judges
- Dissertation Assessor at the LLM Program at Alternative Dispute Resolution, at the International Hellenic University (IHU)
- MBA Lecturer, Conflict Management and Resolution, American College of Thessaloniki - ACT
- World Mediation Forum Advisor at Union International des Avocats (UIA)
- National Representative for Greece at the "International Negotiation Competition" (INC).
- Member of Athens Mediation and Arbitration Organization (EODID)
- Member of the scientific committee of Greek Alternative Dispute Resolution Promotion Organization (OPEMED).



Enrolling on the course

To book your place, please visit
www.adrodrinternational.com, email
info@adrodrinternational.com
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