

Solving International Disputes through Strategic Negotiations

Copenhagen, 7 April 2016, 13:00–17:30

Workshop hosted by The Danish Institute of Arbitration and
PFROMM NEGOTIATIONS





Less frustration & better solutions: negotiation as a dispute resolution tool

Increase your dispute resolution skills in our half-day workshop, offered by The Danish Institute of Arbitration and PFROMM NEGOTIATIONS.

Whether in mediation, arbitration or traditional litigation: the best outcome requires more than the knowledge of the law. Rather, it requires strong negotiation skills and, where your business relationship is international, intercultural skills.

Exposed to demanding clients, tough counsel and cultural differences in international disputes, many lawyers find themselves in need of effective negotiation skills. In domestic and cross-border disputes alike, they realize that both the legal education and traditional negotiation trainings fail to capture the complexity and unique characteristics of legal negotiation environments and intercultural challenges. As a consequence, they often face dragging conflicts, significant attorney cost and damaged business relationships.

Most lawyers (both in-house and private practice) deal with these challenges through learning-on-the-job and repeated negotiation experience. Yet, these methods often fall short compared to a comprehensive systematic approach to legal and intercultural negotiation strategies, techniques and tactics. In doing so, they do not exploit negotiation opportunities fully and leave money at the table.

Focus on effective conflict resolution and stay atop of your competition: join our half-day workshop and start improving your skills with our custom-fit strategic negotiation services. Ensure a level playing field at the negotiation table, achieve better outcomes in your disputes, and thereby build stronger and more profitable business relationships.



In a nutshell



What?

A half-day workshop including two lectures on strategic negotiation skills in legal and business disputes. A hands-on case simulation involving typical negotiation challenges of legal professionals.



When and where?

Thursday, 7 April 2016: 13:00–17:30

The Danish Institute of Arbitration
Kronprinsessegade 28, 3rd floor
1306 Copenhagen K



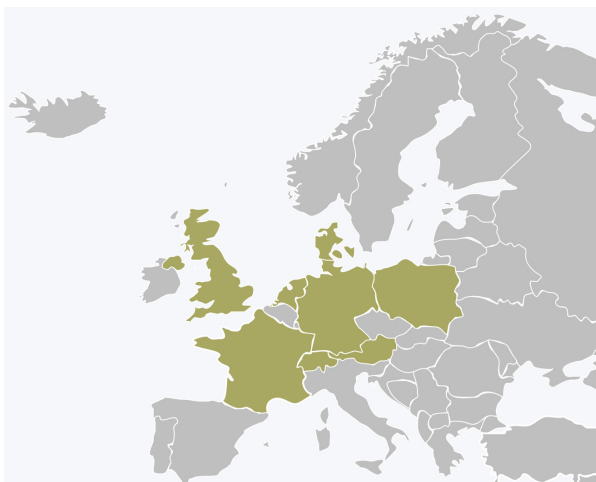
Workshop details.

The workshop, negotiation simulation & feedback all have one goal: to enable you to save valuable time and money in your legal and business disputes – through strategic negotiation skills.



Times & topics

13:00–13:15	Welcome & setting the scene
13:15–14:00	The Legal Negotiator I: facing challenges & finding solutions <ul style="list-style-type: none">– The Negotiator's Dilemma– The Strategy Roadmap to Success
14:00–15:30	Negotiation simulation: Virtual Karaoke
15:30–16:00	Coffee & socializing break
16:00–17:00	The Legal Negotiator II: overcoming weaknesses & persuading others in international contexts <ul style="list-style-type: none">– signaling & set-up– influencing & closing
17:00–17:30	Summary, Q&A, close of the day



A great chance

Our services are based on years of experience in professional skills development in various jurisdictions in Europe and Asia. They are driven by the motivation to continuously improve our customers' return on invest. Use this opportunity to deepen your knowledge in professional dispute resolution, to change conflicts into negotiation opportunities, and to share experiences and approaches among a network of peers.

Refining negotiation outcomes.

ABOUT PFROMM NEGOTIATIONS

We are an exclusive boutique consulting firm specialised in strategic negotiation consulting, skills development and conflict resolution. Years of experience make us your trusted partner for challenging negotiations and intercultural disputes. Our clients comprise partners and associates of leading domestic and global law firms as well as executives and managers of leading international companies.

ABOUT DR. RENÉ A. PFROMM, LL.M. (HARVARD)

As a lawyer with Freshfields Bruckhaus Deringer LLP in Europe and Greater China, René mastered negotiations with clients, counsel and regulators – time and again in the context of high-stake, complex, time-sensitive environments and crisis situations. For years, clients have counted on him to solve disputes in intercultural settings and international corporate transactions.

Register

Registration is free.
Please register with
Steffen Pihlblad at
spi@voldgiftsinstitutet.dk

The Workshop covers four hours of continuing legal education and professional development. Certificates of Attendance will be issued at the end of the Workshop.

Venue

The Danish Institute of Arbitration
Kronprinsessegade 28, 3rd floor
1306 Copenhagen K

Further info

<http://voldgiftsinstitutet.dk>

<http://www.pfromm.eu>
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