

Global Dispute Resolution Services

CEDR is a world leader in the resolution of disputes and deadlocked negotiations. Headquartered in London, CEDR works with clients from around the world, resolving disputes quickly and for a fraction of the cost of litigation. We are focussed on running a smooth and transparent service to help resolve your disputes.



CEDR Mediator Panels

- [CEDR Chambers](#) — our best practice and innovation mediator group (17 members)
- [UK](#) — over 100 mediators based throughout the United Kingdom
- [Global](#) — based in over 22 countries, mediating in 18 languages including Mandarin, German, French, Spanish and Urdu
- [Specialist](#) — clinical negligence, construction, tax and employment mediation
- [Quality Assured](#) — all our mediators have leading CEDR Accreditation and follow mentoring and training programmes

Negotiated Resolution

- [Commercial Mediation](#) — full international service with wide choice of mediators
- [Fixed Fee](#) — fixed fee mediation schemes for disputes valued below £125k and £250k
- [Project Mediation](#) — supporting the successful delivery of active projects
- [Neutral Chairing](#) — facilitating negotiations, discussions, consensus-building, problem solving and relationship-building
- [Deal Negotiation](#) — pre and post contact phase assistance in conducting complex negotiations

International Mediation: Breaking Business Deadlock

Authors: Eileen Carroll QC, *Principal Mediator and Co-Founder at CEDR* and Dr Karl Mackie CBE, *Founder President CEDR*

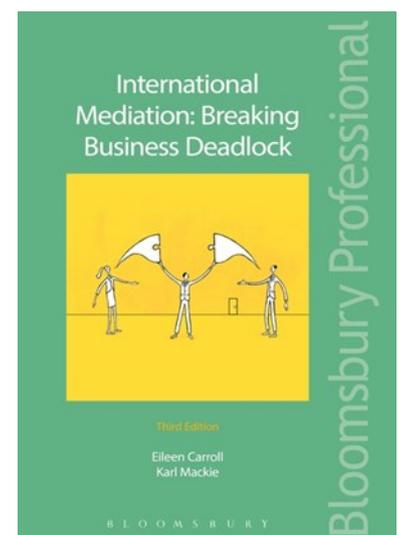
The third edition of *“International Mediation: Breaking Business Deadlock”* is an essential guide to the effective and timely resolution of international business disputes.

This highly practical book answers questions on international mediation such as:

- How does mediation work and what will it cost?
- What are the limitations?
- What are the skills required?
- How are the outcomes enforced?
- How can business best use mediation?

“A modern civil justice system needs to have mediation at its heart, as it is increasingly recognised by the international community. This book lucidly explains both why and how this can be achieved”

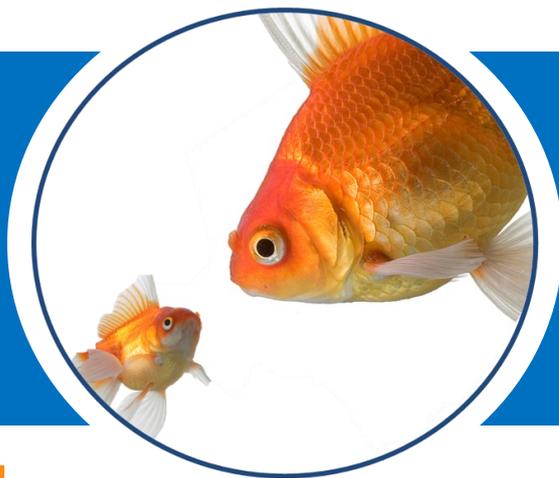
- Lord Woolf, Former Lord Chief Justice, England and Wales



Available in paperback and [eBook at Bloomsbury](#).

Advanced Negotiation Skills

Negotiation Skills are critical. Whether negotiating for products or services, representing clients, or even with day-to-day management, you need to know how to negotiate effectively. However, despite its importance, many people have had no formal negotiation training. The Advanced Negotiation Skills Programme will enable you to gain skill, assurance and power in how you negotiate.



Module 1 - Gain a solid framework

A 3-day, expert led course that allows you to gain the knowledge and skills to handle any negotiation.

Learn to:

- **Control** every negotiation through a **framework**
- **Handle** different negotiator styles and personalities
- **Create** effective negotiation strategies
- **Counter-act** tricks, ploys and negotiation challenges
- **Manage** stress and emotion in a negotiation
- **Break** deadlock
- **Make** and **respond** to offers

Module 2 - Become an expert

This 2-day additional module challenges your performance under increased levels of pressure in four simulated negotiations with intensive one-to-one coaching and feedback.

You will also have the opportunity to explore your own individual or organisational issue with an expert coach.

Learn to:

- **Incorporate** your own style into a negotiation
- **Handle** complex offers and numbers
- **Negotiate** in and against **teams**
- **Work** with fast changing situations



Module 1: 13, 14, 15 September 2017

Module 2: 9, 10 November 2017



Module 1: £1750.00 (plus VAT)

Module 2: £2000.00 (plus VAT)



De Vere venue, Holborn Bars, **London**



Feedback from our past negotiation courses

"An excellent course! Well worth the time and investment. It will add value to all that I do in personal and work negotiations"

- Area Director, NHS

"A challenging, interesting environment that encouraged self-reflection and learning in a most professional way"

- Managing Director, Financial Services

Why attend

Expert team

Learn from skilled and experienced negotiation practitioners and coaches

Low trainer to participant ratio

1:6 for Module 1 and 1:4 for Module 2

Practical learning

Focus on developing skills through challenging negotiation simulations

Book your place

Email

training@cedr.com

Phone

0207 536 6000

Website

<https://www.cedr.com/skills/advanced-negotiation-skills/>



We also provide the Advanced Negotiation Skills Programme internally for organisations