



A program taught by professor
Robert Bordone of **Harvard Law School**

NEGOTIATION SKILLS WORKSHOP

Do you want to get ahead of your competitors and gain the same valuable negotiation insights as business leaders from Nestlé, Coca-Cola, A.P. Møller - Maersk A/S and Nordea

March 21-22/2019

at Grand Hotel Stockholm

Sign up at: www.juc.se/NW

JUC

WORLD CLASS NEGOTIATION

We are delighted to announce that the negotiation workshop taught by Professor Robert Bordone of Harvard Law School and assisted by Tristan Jones of Blackstone Chambers, a top tier London based law firm, is coming to Stockholm in 2018! The workshop is based on materials from The Program on Negotiation at **Harvard Law School** and was sold out in Denmark in three weeks in 2016, 2017. The success continued in 2018 with sold-out Negotiations Workshop in both Copenhagen and Stockholm and a masterclass in Copenhagen. Now you have the chance to secure a place for the 2019 negotiation Workshop.

Most students at Harvard Law School know Professor Bob Bordone as the award winning lead instructor for Harvard Law School's Spring Negotiation Workshop. Now for the first time in Sweden, participants have the opportunity to learn the latest information, techniques and teaching developed at this world famous institution.

Given the complex and evolving nature of organizations today – the varied and complex legal and contractual issues that arise on a regular basis both internally with staff and management, and externally with suppliers, partners and clients, it is more important than ever that leaders receive formal negotiation instruction.

This intensive two-day course builds upon state-of-the-art concepts and tools for analyzing, preparing for, and conducting negotiations. It offers a unique pedagogy that combines the latest theory with practice and individual skill-building.

Participants who enroll in this workshop will learn how to:

- Prepare effectively for negotiation
- Measure success in a negotiation with greater precision
- Manage common barriers to negotiated agreement
- Increase the size of the value “pie” in negotiation
- Build more sustainable relationships with negotiation partners
- Handle difficult negotiators and hard bargainers
- Design a process for managing complex multiparty disputes
- Increase their awareness of how others act in conflict situations
- Enhance their skills of empathy and assertiveness

Material for the course is drawn from research, cases, and simulations developed and used at the Program on Negotiation at Harvard Law School.

Purpose

After completing the workshop you have improved your understanding of negotiation, have reached new heights in preparing and measuring your own skills, developed negotiation strategies and are able to handle conflicts and complex dynamics at the negotiation table. The goal is that you will improve your skills as a negotiator and excel in creating deals, solving complex problems, and building strong relationships.

Audience

The course is designed for attorneys, in-house legals and others at all levels who want to improve their negotiation skills and develop a more effective set of responses.

FROM HARVARD LAW SCHOOL

The key takeaways from the workshop

- The workshop translates the latest in research on negotiation to practice: It is based on the best and most advanced thinking on the topic
- The workshop gives participants the tools to do well for themselves in a negotiation while building lasting relationships. It is not about beating the other side or winning but rather about mutual gain
- The workshop gives participants tools to continue their learning beyond the workshop itself – you will be taught how to improve yourself over time



Jens Erik Ringenson, Country Manager, JUC Sverige

JUC Sweden proudly presents...

JUC has been on the Swedish market since 2015 where we have had success with legal and professional networks. After a very well attended two-day workshop session with Professor Robert Bordone from Harvard in March 2018, JUC Sweden, again give you the opportunity to access the latest negotiation techniques, information, and teachings by Professor Robert Bondone. This workshop session will take place at the Grand Hotel in Stockholm on the 20th and 21st of march in 2019 with the same content and the same goal as the previous.

JUC Denmark have had the same workshop session two years in a row with great success. JUC Sweden just conducted one in March earlier this year with great success. Now you have the unique chance to take part in the workshop session in March 2019. Make sure you sign up this time.

Med vänliga hälsningar

A handwritten signature in black ink, appearing to read 'Jens Erik Ringenson', written in a cursive style.

Jens Erik Ringenson
Country Manager, JUC Sverige
tlf: (+45) 2887 4100
mail: jr@juc.se

ROBERT BORDONE

TRISTAN JONES



Robert Bordone is the Thaddeus R. Beal Clinical Professor of Law and the founding Director of the Harvard Negotiation and Mediation Clinical Program. He teaches several courses at Harvard Law School, including the Spring Negotiation Workshop, a seminar on dispute systems design, an advanced workshop on multiparty negotiation, group decision-making, an interdisciplinary research seminar on dispute resolution, and an innovative new workshop called *The Lawyer as Facilitator*.

In addition he consults and trains businesses, non-profit organizations, and government agencies.

He has worked with organizations as diverse as the Boston Symphony Orchestra, Gap, Inc., Anthem Blue Cross/Blue Shield, Nestlé, the U.S. Department of Justice, Health Net, and Coca-Cola.

He has worked with organizations as diverse as the Boston Symphony Orchestra, Gap, Inc., Anthem Blue Cross/Blue Shield, Nestlé, the U.S. Department of Justice, Health Net, and Coca-Cola.

He trained physicians leaders at Massachusetts General Hospital, attorneys for Microsoft in Europe, and senior partners and associates at the international law firms of Freshfields, Bruckhaus, & Deringer, Clifford Chance, LLP, Shearman & Sterling, LLP, & Weil, Gotshal, & Manges, LLP. During the past year he traveled to Jerusalem to train Israeli and Palestinian teenagers in mediation skills and consensus building.



Tristan Jones is a barrister at Blackstone Chambers in London. As a barrister, his work principally involves written and oral courtroom advocacy. He practices in a wide range of civil law, including EU, competition, commercial and human rights law. He is recommended in both of the UK's leading independent legal directories.

Tristan first became involved in negotiation theory and practice whilst a graduate student at Harvard in 2001-2003. In his final year, Tristan worked as Professor Bordone's Teaching Assistant on the Negotiation Workshop.

As a litigator, Tristan is particularly interested in putting negotiation theory to work in highly contentious situations. As a barrister, he advises his clients on negotiation strategy, or negotiates on their behalf, in a variety of contexts. This has included, for example, negotiating settlement agreements to bring to an end contentious discrimination litigation, advising on how commercial litigation strategies may be used to assist a company's broader negotiation aims, and using negotiation strategies to identify the best solution to disputes over children's educational provision.

Tristan also has a particular expertise in the legal constraints which act on public bodies and regulators, and which limit their scope to reach creative negotiation outcomes.

Nestlé, Coca-Cola, A.P. Møller – Maersk A/S, and Microsoft have participated in this workshop – now you have the same opportunity!

Leading companies, such as Nestlé, Coca-Cola, A.P. Møller – Maersk A/S and Microsoft have participated in this workshop to get a competitive advantage in business negotiation. The workshop focuses on business, not law. **Sign up today at www.juc.se/NW**

EVENT ORGANIZER

JUC is a specialized legal training company established in 2001. We are market leaders on the Swedish as well as the Danish, Norwegian and German market providing courses, networks and conferences targeted lawyers, accountants, real estate agents and a wide range of professionals. Annually we have more than 7,000 participants divided in to +150 various legal courses, +65 professional networks and +10 conferences in Scandinavia.

For more information, visit www.juc.se/NW

QUOTES

"Väldigt duktig föreläsare och en perfekt blandning mellan teori och praktiska övningar. Robert Bordone rör sig på en hög vetenskaplig och yrkesmässig nivå och har dessutom kommunikationsfärdigheter utöver det vanliga. En av de bästa workshops/kurser jag deltagit i."

– Morten Wahl Liljenbøl
Advokat och associeret partner, Kammeradvokaten
Kursdeltagare, 2017 i Danmark

"Levande föreläsning som gör deltagarna uppmärksamma från start till slut."

– Claes Christensen
Advokat och partner, Bach Advokater
Kursdeltagare, 2017 i Danmark

"De två föreläsarna, Robert Bordone og Tristan Jones, var båda imponerande kunskapsförmedlare."

– Peter Balling Teisen
Senior Legal Counsel, Københavns Lufthavn A/S
Kursdeltagare, 2017 i Danmark

"Fantastiska föreläsare och bra disposition av innehållet. Workshopen/kursen gav ett stort utbytte."

– Cathrine Benedikt Klange
Legal Counsel, Neas Energy
Kursdeltagare, 2017 i Danmark



JUC

The image shows the Grand Hotel in Stockholm, Sweden, a large multi-story building with a green copper roof and numerous windows. Several flags are flying from the roof, including the Swedish flag and the Norwegian flag. The building is partially obscured by a semi-transparent grey box containing text. In the foreground, a white bus with 'ALPRESOR' branding is visible, along with people and a waterfront area.

Grand Hotel
Södra Blasieholmshamnen 8
103 27 Stockholm

Day 1:

March 21st 2019

Kl. 09:00 – 17:00

Day 2:

March 22nd 2019

Kl. 09:00 – 17:00



Price ex. vat.:

19.950

Sign up at:

www.juc.se/NW

JUC

JUC is a specialized legal training company established in 2001. We are market leaders on the Swedish as well as the Danish, Norwegian and German market providing courses, networks and conferences targeted lawyers, accountants, real estate agents and a wide range of professionals. Annually we have more than 7,000 participants divided in to +150 various legal courses, +65 professional networks and +10 conferences in Scandinavia.

In 2015 JUC established JUC Sweden and we now have more than 250 members on 10 different legal networks – and more are coming.

Our network leaders and teachers are lawyers, accountants, judges and professors from the leading Swedish lawyer's offices, court rooms, universities and the public sector.

All JUC network and other courses is accepted as mandatory legal training.

