



A program taught by Senior Fellow  
Robert Bordone of **Harvard Law School**

# NEGOTIATION WORKSHOP 2021

## IMPROVE YOUR NEGOTIATION SKILLS

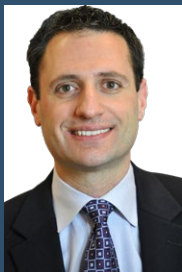
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*October 11th from 09.00 - 17.00 &  
October 12th from 09.00 - 17.00*

Read more and sign up at [juc.se/NWSE](https://juc.se/NWSE)

**JUC**

# THE WORKSHOP IS LEAD BY



## Robert Bordone

Senior Fellow at Harvard Law School and CEO of Harvard Negotiation & Mediation Clinical Program. He has served on the full-time faculty at Harvard Law School for more than twenty years, and is an internationally recognized expert, author, speaker, and teacher in negotiation, conflict resolution, mediation and facilitation.



## Kyle Glover

Former Lecturer on Law at Harvard Law School and a lawyer at Pierce Atwood, LLP. He assists clients with matters related to the negotiation of technology and intellectual property transactions, the prosecution and protection of trademarks and compliance with data privacy and security requirements

## SUCCESSFUL SKILLS TO IMPROVE NEGOTIATION EFFECTIVENESS

We are delighted to announce that the negotiation workshop is returning in 2021. Given the 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. The workshop is based on materials from The Program on Negotiation at Harvard Law School and has been **sold out four years in a row!**

This intensive two-day workshop builds upon state-of-the-art concepts and tools for analyzing, preparing for, and conducting negotiations. It will be held at:

**Grand Hotel**  
**Södra Blasieholmshamnen 8**  
**103 27 Stockholm**

The total cost for this two-day event will be **19.950 SEK.**

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