Advanced Negotiation and Mediation: Mastering Complex Disputes

27 September – 1 October 2027
Rome (Italy)

UK Trainig
PARTNER



Advanced Negotiation and Mediation: Mastering Complex Disputes

Ref: 322900_218337 **Date:** 27 September – 1 October 2027 **Location:** Rome (Italy) **Fees:** 5200 GBP

Course Description

This intensive 1-week course is designed for experienced negotiators and mediators seeking to enhance their skills in handling complex, high-stakes disputes. Participants will explore advanced strategies, ethical considerations, and cutting-edge techniques in negotiation and mediation. The course combines theoretical knowledge with practical application, preparing professionals to excel in challenging conflict resolution scenarios.

Learning Objectives

- Develop advanced negotiation and mediation strategies for complex, multi-party disputes
- Master techniques for managing power imbalances and high-conflict personalities
- Understand and apply ethical considerations in challenging mediation scenarios
- Enhance skills in crafting durable agreements and overcoming impasses
- Learn to integrate technology and online tools in negotiation and mediation processes

Course Modules

Day 1: Advanced Negotiation Strategies

- Complex multi-party negotiations
- Game theory in negotiation
- Cognitive biases and decision-making
- Advanced BATNA and ZOPA analysis

Day 2: Advanced Mediation Techniques

- Managing power imbalances
- Dealing with high-conflict personalities
- Narrative mediation approaches
- Transformative mediation techniques

Day 3: Ethics and Challenging Scenarios

- Ethical dilemmas in negotiation and mediation
- Cultural considerations in global disputes
- Mediating emotionally charged conflicts
- Confidentiality and legal issues



Day 4: Impasse Resolution and Agreement Crafting

- Advanced impasse resolution strategies
- Creativity in option generation
- Drafting durable agreements
- Post-settlement implementation and monitoring

Day 5: Technology and Future Trends

- Online dispute resolution platforms
- AI and machine learning in negotiation
- Virtual and augmented reality in mediation
- Emerging trends in conflict resolution

Practical Wins for Participants

- Ability to handle complex, high-stakes negotiations and mediations with confidence
- Enhanced toolkit of advanced strategies for impasse resolution and agreement crafting
- Improved skills in managing challenging personalities and power dynamics
- Proficiency in integrating technology into negotiation and mediation processes

