



أكاديمية الزمالة
العربية البريطانية



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Arab British Academy Fellowship
A.B.A.F





Advanced strategies in arbitration and negotiation

Who Should Attend?

- Contract staff
- Managers
- Counselors
- Professionals responsible for contract execution and contractual claims

Seminar Outline

DAY 1

- The concept and fundamentals of the negotiation process and its different characteristics
- Alternative strategies for negotiation
- The stages of effective negotiation.
- Negotiation Tactics.
- LIM Approach for cautious action and handling of objections.
- The eight-step approach to negotiation.
- Approach of common interests to negotiate.
- Financial and technical aspects of negotiation.

DAY 2

- Different types of human beings in negotiation.
- Behavioral skills in effective negotiation (communication, persuasion, innovation).
- Laboratory negotiation of practical participants.

DAY 3

- The types and importance of contracts and their legal concept.
- Legal aspects of conclusion of contracts.
- Analysis of contract offers and legal elements.



DAY 4

- Formal and objective aspects of contracts and common mistakes
- Areas of arbitration in international contracts.
- Arbitrator, terms, obligations and rights

DAY 5

- Arbitration proceedings.
- Ways and means of proof in arbitration
- Reasons for stopping, falling and falling
- Dispute in arbitration
- Practical applications
- Formulation of judgments and rulings of nullification.
- The power of national courts to implement the arbitral provision



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