



NEGOTIATING FOR BETTER RESULTS



15 hours remote lecturing

Held over 5 days

COURSE INFORMATION

For those who want to improve their negotiating skills, this course is a must!

Learn how to plan, strategise and successfully conclude a negotiation, whether at work, in commercial negotiations, or in any other contexts where different interests or positions stand in the way of agreement.

The course will take the form of “chalk and talk” presentations from the facilitator, group work and self-work. Participants will be given the opportunity to apply the theories learnt to real-life situations, through case analysis and group work.

- DATE:** 8, 9 and 11 April, 15 and 16 April 2024
(Monday, Tuesday, Thursday, and Monday and Tuesday)
- TIME:** 14:00 to 17:00 - SAST
- NUMBER OF HOURS:** 15 hours, over five days
- FEE:** R4,700 per delegate. The fee includes any course materials. Full payment must be received three days before the course starts.
- PRESENTER:** **David Woolfrey** - experienced trainer and practitioner in conflict and dispute resolution
- COURSE FORMAT:** Remote lecturing via Zoom
- CERTIFICATE:** A certificate of attendance from UCT will be issued to those who attend the entire course
- DEADLINE:** Registrations close three days before the course starts

TO REGISTER OR FOR MORE INFORMATION:

Email: don.coue@uct.ac.za

Or visit: www.lawatwork.uct.ac.za