

“Negotiation for Success”

25 & 26 Oct 2019

Understand the Negotiation Process and improve your success.

Understand how a skillful Negotiator can enhance business / professional skills, within your circles at work and at home.

This is an intensive 2-day Negotiation Training Course designed by ADRIIL to provide the necessary theory and skills for business professionals who are interested in understanding Negotiation along with a short introduction to Mediation.

THE COURSE REQUIREMENTS

Anyone regardless of their current profession. Mediators, business managers, professionals.

The course leader is Mr. Norris Yang, a leading international negotiator and mediator recognized by Who's Who Legal as one of only 20 Global Elite Thought Leader in mediation. The course applies interactive learning concepts introducing theory interlaced with games, videos, exercises and role plays to help participants develop techniques and skills. ADRIIL aims to create excellence and enrollment is strictly limited to enhance better group interaction. The courses offered by ADRIIL have received consistently excellent ratings by the participants, who are generally seasoned professionals in their respective field.

The course introduces concepts of Conflict and the various methods of resolving disputes (ADR Spectrum). Negotiation concepts are explored and Principled Interest-Based Negotiation is introduced. Learn effective Interactive Communications skills, dealing with difficult people and getting the deal through. Many exercises, games and role plays are interspersed throughout the 2 days to ensure a dynamic, challenging and engaging experience. Your colleague and family members will be surprised at your positive attitude.

ABOUT US: ADR INTERNATIONAL LIMITED (“ADRIIL”)

ADR International Limited was set up in 2002 to provide neutrals (arbitrators, mediators, experts, adjudicators) and advise clients on the most cost-effective alternative dispute resolution (ADR) process for their particular dispute. ADRIIL also assists companies and governments to train their staff on ADR processes and techniques. ADRIIL has successfully organized dozens of Mediation Courses accredited by HKMAAL and HKIAC (Hong Kong International Arbitration Centre) has trained over 1,000 senior civil servants in Hong Kong on dispute resolution. ADRIIL has been contracted by the Government of Macau (since 2009) and have trained hundreds of senior civil servants, lawyers, judges and business leaders as mediators.

Negotiation Training by

“Global Elite Thought Leader in Mediation”



FACULTY

Mr. Norris H.C. YANG is the founder of ADRIL and has been practicing international commercial law for more than 30 years. He is recognized by Who's Who Legal as a “Global Elite Thought Leader in Mediation 2017, 2018 & 2019” ([Thought Leader](#) - one of only 20 Globally).

He has extensive experience as a mediator and was past Chairman of the [Hong Kong Mediation Council](#) and Ex-Officio Council Member of the [HKIAC](#) (2003-2006). He teaches Mediation in HK, China and Macau and frequently lectures at local universities. Mr. Yang is listed in “The International Who's Who of Commercial Mediation” (and since this list was commenced in 2011; [Who's Who Legal](#)), “International Mediation Institute” ([IMI, The Hague](#)), “International Institute for Conflict Prevention & Resolution” ([CPR](#)) and Hong Kong Mediation Accreditation Association Limited ([HKMAAL](#))

COURSE DETAILS

Date : 25 & 26 Oct 2019
Time : 9:00am – 6:20pm each day
Venue : Kiangsu Chekiang and Shanghai Residents (HK) Association Restaurant
4/F, Manning House, 38-48 Queen's Road, Central.
Language : English
(with English Notes)
CPD : (Pending Approval)
Law Society of Hong Kong – 16 points
HKMAAL – 18 points

WHO SHOULD ATTEND?

Anyone.

Judges, Solicitors and Barristers, In-house Counsel, Senior Government Officers, Professionals of all disciplines : Finance; Banking; Construction; Social work; HR; Marketing; Business; Law; Medicine; Financial Advisors; Business Consultants; Business Managers; Professors; Accountants, HR, Construction, Health Sciences and I.T.

COMMENTS BY PREVIOUS PARTICIPANTS

“Fulfilled all my expectations – good mix between theory and role play.” - *Glen Haley, Haley & Co*

“Lecturers very experienced – presentation light hearted & lively, easy to absorb.”

- *Billy Kong, Fairbairn Catley Low & Kong*

“Excellent intro to Mediation...conveyed positive value of mediation to even the most sceptical.”

- *Jeff Lane, King & Wood*

“Presenters had impressive expertise and experience – inspiring and effective.” - *Francis Chan, ONC Lawyers*

“I have learnt more than I expected. Course providers were high caliber experts.”

- *Samantha Cornelius, Linklaters*

“Course exceeded the Macau Housing Bureau's expectations. Trainers had excellent professional expertise and teaching skills.” - *Kuoc Vai Han, Vice-President - Macau Housing Bureau*

“Organizer has passion in training good mediators.” - *Barbara So, Standard Chartered Bank*

“It's perfect!” - *Hedy Chan, Li & Fung*

“Efficient use of limited time. Good lecturing & explanation about basic concepts & processes of mediation. Coaches give constructive & concrete feedback. Creative demonstrations & videos. Very impressive.”

- *Dr. Andrew Siu, Hong Kong Polytechnic University*

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Faculty: Mr. Norris Yang and guest speakers
(<http://whoswholegal.com/profiles/43186/0/yang/norris-yang/>)

Enrollment is strictly limited

Date: Oct 2-day course:
25 (Fri) & 26 (Sat) Oct 2019

Time: 9:00am – 6:20pm (Includes sit-down Gourmet Lunch; afternoon tea provided)

Venue: Kiangsu Chekiang and Shanghai Residents (HK) Association Restaurant
4/F, Manning House, 38-48 Queen's Road, Central.

Language: English

Cost: HK\$4,800 for the 2-day course
*5% discount for Early Bird Registration- before 27 September 2019

CPD: (Pending Approval)
The Law Society of Hong Kong CPD : 18 CPD points
HKMAAL CPD : 16 CPD points

Course accredited by INMI (International Negotiation Mediation Institute)

☐ I wish to register for the 2-day Negotiation for Success (25 & 26 Oct 2019)

☐ I enclose a cheque for #HK\$4,800 / HK\$4,560 (Early Bird Discount – before 27 September 2019*)
Payable to “**ADR International Limited**” for Registration.
please delete where inappropriate

(Dr./Mr./Ms./Miss) _____ Profession: _____

Company: _____

Address: _____

Telephone: _____ Fax: _____ Mobile: _____ Email: _____

Date: _____ Signature: _____

Promotion Code :

Please return by Post (facsimile not acceptable) with cheque to:

ADR International Limited

Level 8, Admiralty Centre Tower II, 18 Harcourt Road, Admiralty, Hong Kong.

Tel: 2526 8191 Fax: 2869 0862 Email: adrilhk@gmail.com Website: www.ADRIL.net

Conditions of Registration:

1. Enrollment accepted on first-come-first served basis. Please enclose separate cheque for each registration and mail in.
2. The organizers reserve the right to alter or cancel this course, change the trainers or the venue.
3. Bad weather and cancellation policies apply. Please enquire for further details.