

## **NILS Negotiation Workshop by Dr. Claudia Winkler LL.M. (Harvard)**

Register by December 03,  
2016 for New Delhi

### **About The Great Legal Negotiator Workshop**

Negotiations' is an effective technique used by skilled experts and lawyers and exists at the core of Alternate Dispute Resolution. For the first time in India, The Great Legal Negotiator Workshop is being introduced and hosted by the Network for International Law Students (NILS) in association with Dr. Claudia Winkler, LL.M. (Harvard).

The Workshop will be certified for law and non-law students interested in honing their negotiation skills to leverage their career. It will focus on powerful negotiation techniques, effective professional communication and client-focused representation. At the workshop, you will experience client-focused negotiation principles as a powerful tool to build on the skills you already have and become not only a more effective negotiator but a highly recommended representative to clients.

This interactive workshop mixes theory and negotiation exercises so you can:

- Learn the concepts and tools for effective preparation and execution of negotiations;
- Maximize your leverage and keep control throughout the negotiation;
- Gain hands-on experience and feedback that you can use in your next negotiation immediately.

### **About the Negotiation and Mediator Trainer**

Dr. Claudia Winkler, LL.M. (Harvard), is a Negotiation and

Mediation Trainer, the Director of the IBA-VIAC CDRC  
Vienna Mediation and Negotiation Competition and the General  
Counsel of SMART Recruiting Technologies.

### **Registration Procedure**

The Registration for the Workshop is now open!

Register at: <http://www.nilsnegotiation.org/attend.html>

Early Bird Registration costs Rs. 800/- per head.

Normal Registration costs Rs. 1100/- per head.

(\*The Registration costs include the Tuition & Delegate Tool  
Kit but don't include Lunch)

### **Venue and Date**

The Workshop will be conducted in three cities in India – New  
Delhi, Chennai and Mumbai

For New Delhi:

Date: 04th Dec 2016

Registrations open till 3rd Dec 2016

For Chennai:

Date: 06th Jan 2017

Registrations open till 05th Jan 2017

For Mumbai:

Date: 21st January 2017

Registrations open till 20th Jan 2017

For more info: [www.nilsnegotiation.org](http://www.nilsnegotiation.org)

For queries:

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