

# [Webinar] Workshop on the Fundamentals of Negotiation



Day 1: 23 September 2022, Friday (9.00am – 12.30pm)  
Day 2: 26 September 2022, Monday (9.00am – 12.30pm)



*This programme is conducted as a live webinar  
(via Zoom meeting).*



No. of Public  
CPD Points:  
**6.0**

Practice Area:  
**Professional  
Skills**

Training Level:  
**General**

## About the Programme

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Negotiation is a key competency of lawyering. Yet many of us do not have formal training in negotiating. Often, we negotiate by acting instinctively (and often randomly), or emulating our seniors, or (perish forbid) model what we see on shows like Jerry Maguire or Suits. And through this process of trial and error, we develop our own styles of negotiating.

However, this process of trial of error does not give us a coherent paradigm or structural framework to act strategically in negotiation.

This workshop will focus on giving participants a working knowledge of the Interests-Based Model of Negotiation created by Roger Fisher and as taught at the Program on Negotiation at Harvard Law School. It will be taught through a mixture of presentations, facilitated discussions and role plays.

This workshop does not seek to replace the existing effective negotiation skills that you already have. However, it does seek to enhance the range of tools you have available to negotiate effectively.

In this workshop, participants will learn how to:

- Identify their own style to dealing with conflict
- Prepare for a Negotiation using the 7 Element Framework
- Navigate a Negotiation using the 7 Element Framework

*Note: As there is an interactive online workshop between the speaker and attendees, the number of places is limited to 24 participants to allow for optimal interaction. Participation from attendees is required and attendees are required to enable your video and audio during participation. Do also note that you are expected to attend both half-days of the programme.*

## Speaker's Profile

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### **Joel Lee – Professor (Faculty of Law), National University of Singapore**

Joel Lee is a Professor at the Faculty of Law, the National University of Singapore. Joel co-pioneered the teaching of Negotiation and Mediation in the Singapore Universities and has played a significant role in furthering the development of mediation in Singapore, not just in education but in practice. A graduate of Victoria University of Wellington and Harvard Law Schools, Joel is a partner with CMP-Cambridge (USA) and a principal mediator with the Singapore Mediation Centre.

Joel was a member of the International Mediation Institute's Independent Standards Commission and Intercultural Taskforce and was also a key member of the Ministry of Law's Working Group on International Commercial Mediation. Joel is presently the founding Chair of the Board of the Singapore International Mediation Institute. He is also a Certified Trainer of Neuro-Linguistic Programming (NLP).

Joel has taught overseas at the University of Copenhagen (Denmark), University of Law, Economics and Science of Aix-Marseille (Aix-en-Provence France) and Anglia Law School (UK) and is the co-editor and co-author of the book "An Asian Perspective on Mediation" and the "Singapore Mediation Handbook", and the General Editor for the Asian Journal on Mediation. In 2011, Joel was awarded the Outstanding Educator Award which is the National University of Singapore's highest teaching award.

## Programme Outline

Day 1 – 23 September 2022, Friday

Time	Programme
9.00am – 9.40am	<b>Introductions, Setting Outcomes for the Workshop and Defining Negotiation?</b> Joel Lee – Professor (Faculty of Law), National University of Singapore
9.40am – 10.30am	<b>Thomas Kilmann Conflict Modes</b> Joel Lee – Professor (Faculty of Law), National University of Singapore
10.30am – 10.50am	<b>Break</b>
10.50am – 12.20pm	<b>Negotiation Models and 7 Element Framework</b> Joel Lee – Professor (Faculty of Law), National University of Singapore
12.20pm – 12.30pm	<b>Question and Answer</b>
12.30pm	<b>End of Day 1</b>

Day 2 – 26 September 2022, Monday

Time	Programme
9.00am – 10.00am	<b>Open Frame and Negotiation Role Play (Preparation)</b> Joel Lee – Professor (Faculty of Law), National University of Singapore
10.00am – 10.30am	<b>Negotiation Role Play (Negotiate)</b> Joel Lee – Professor (Faculty of Law), National University of Singapore
10.30am – 10.50am	<b>Break</b>
10.50am – 12.20pm	<b>Negotiation Role Play (Debrief) and The Strategic Compass</b> Joel Lee – Professor (Faculty of Law), National University of Singapore
12.20pm – 12.30pm	<b>Question and Answer</b>
12.30pm	<b>End</b>

### Admin Note to Singapore Practitioners and s36B Foreign Lawyers in relation to the Mandatory CPD Scheme:

No of Public CPD Points: 6.0  
Practice Area: Professional Skills  
Training Level: General

Participants who wish to obtain CPD Points are reminded that they must comply strictly with the Attendance Policy set out in the CPD Guidelines. For this activity, this includes logging in at the start of the webinar and logging out at the conclusion of the webinar in the manner required by the organiser, and not being away from any part of the webinar for more than 15 minutes on each day of the activity. Participants who do not comply with the Attendance Policy will not be able to obtain CPD Points for attending the activity. Please refer to <http://www.sileCPDcentre.sg> for more information.

Note: In the course of the event, photographs/videos/interviews of participants could be taken/conducted by the Law Society or parties appointed by the Law Society for the purpose of post event publicity, either in the Law Society's official publication/website, social media platforms or any third party's publication/website/social media platforms approved by the Law Society.

## Registration Fees

Membership Category	Fees (Inclusive of 7% GST and course materials)
Law Society Member	\$438.70
SCCA Member	\$789.66
Non-Member	\$877.40

To register, please visit our website at: <https://www.lawsociety.org.sg/CPD-Portal/Law-Society-Events>. For enquiries, please contact us at [cpd@lawsoc.org.sg](mailto:cpd@lawsoc.org.sg) or 6530-0255.

Please note that this programme will be conducted subject to a minimum number of registrations being met.

In the event that the programme has to be cancelled or postponed, we will do our best to inform all affected participants at the earliest opportunity via email.

Refunds will be made through the method of payment that was originally used for registration, and details of the refund will be communicated to affected participants via email.

### 1. Terms and Conditions

- 1.1 Registration closes on the date as stipulated on the registration page or when all seats are filled.
- 1.2 The registration fee is due and payable upon registration and must be received prior to the programme.
- 1.3 Payment must be made by the closing date stated. Registration will only be confirmed upon receipt of full payment. An email confirming your registration will be sent to the email address provided in your registration, and/or a message confirming your registration will be displayed on the Website. If you do not receive confirmation of your registration within twenty-four (24) hours of your registration, please contact the Law Society CPD team at [cpd@lawsoc.org.sg](mailto:cpd@lawsoc.org.sg).
- 1.4 The Law Society reserves the right to refuse to register or admit any participant, and to cancel or postpone the programme.
- 1.5 If you are unable to attend, a substitute delegate is welcomed, provided that the Law Society is notified in writing of the name and particulars of the substitute delegate at least 3 working days before the programme.

### 2. Cancellation and Refund of Fees

- 2.1 Allocation of seats is on a first-come-first-served basis and limited seats for each programme.
- 2.2 Participant who cancels their registration before the commencement date shall be liable to pay the percentage of the registration fee set out as follows:
  - i. 20 calendar days before commencement date: 25% of registration fee.
  - ii. 8 to 19 calendar days before commencement date: 50% of registration fee.
  - iii. 7 calendar days or less before commencement date: 100% of registration fee.

2.3 Participants who cancel their registration without prior payment made shall also be liable to the cancellation fee set out in 2.2. In the event that the payment for cancellation fee is not received despite multiple chasers, a tax invoice will be issued and mailed to your law practice/organisation.

2.4 Participant who is unable to attend the programme due to medical exigencies will be subject to a cancellation fee of 50% of registration fee.

### 3. Intellectual Property Rights

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4.2 By submitting this registration form, you consent that the Law Society may collect, use and disclose the personal data you provide in this form to administer your registration for this event and for statistical, analysis and planning purposes, solely related to this programme. You consent that we may disclose: (i) aggregate participant data to speakers to tailor their presentations for this event; (ii) aggregate participant data for publicity purposes.

4.3 You agree that any personal information you submit as part of your registration for the programme is accurate and that you have all necessary permissions to submit such personal information.