

ARB  
DOSSIER

W<sup>i</sup> WÄGGER  
NEGOTIATION  
INSTITUTE



## Introducing Roar Thun Wægger

Founder and CEO of  
Waegger Negotiation Institute

The Practitioners' Perspective on  
**'Negotiation & Mediation'**

**Registrations Open**

17th - 18th December, 2022

[contactus@arbdossier.com](mailto:contactus@arbdossier.com)

**TDM**   
transnational-dispute-management.com  
**OGEMID**

ArbDossier in collaboration with the Wægger Negotiation Institute is conducting a two-day training session on **"The Practitioners' Perspective on Negotiation and Mediation"** on the **17th and 18th of December, 2022**.

For any queries regarding the course and registration, kindly send the following at [contactus@arbdossier.com](mailto:contactus@arbdossier.com).

For registrations, please click on this link:  
[https://docs.google.com/forms/d/e/1FAIpQLSfX8zoKIHzt\\_Te1CkLKUVNCK00BI\\_01W0fdDQXTurH9wXmG-g/viewform](https://docs.google.com/forms/d/e/1FAIpQLSfX8zoKIHzt_Te1CkLKUVNCK00BI_01W0fdDQXTurH9wXmG-g/viewform)

Each of the 4 modules will be instructed by a stalwart in the field of Negotiation and Mediation, and the modules are structured as follows:

1. Understanding Conflict. This Module shall include topics on the Nature of Conflict, the Continuum of Tension, Dimensions of Conflict (The Conflict Zones, Conflict Spirals, Conflict Triangles), Problem-Solving, Causes of Conflict and relevant Strategies, in addition to speaker notes.
2. Stages and Process of Mediation. This Module shall include an explanation of the Process of Mediation, the stages during a mediation session, Objectives sought to be achieved by each stage, effective questions, strengths and weakness, consequences of failure to reach an agreement in addition to speaker notes.
3. Communication in Mediation. Module III shall explain the communication in context to the mediation process. This shall include verbal and non-verbal communication, communication skills in mediation, barriers to active listening, types of questions, approaches to communication as a means to facilitate conflict resolution, in addition to speaker notes.
4. Negotiation & Bargaining in Mediation. This Module shall include topics on negotiation, negotiation styles, bargaining and its types and their respective implications, barriers to negotiation, elements to negotiation, identification of underlying interests in addition to speaker notes.

Registration is USD 44 (INR 3500). Secure your spots as soon as you can here: [https://docs.google.com/forms/d/e/1FAIpQLSfX8zoKIHzt\\_Te1CkLKUVNCK00BI\\_O1W0fdDQXTurH9wXmG-g/viewform](https://docs.google.com/forms/d/e/1FAIpQLSfX8zoKIHzt_Te1CkLKUVNCK00BI_O1W0fdDQXTurH9wXmG-g/viewform)

Stay tuned to ArbDossier on LinkedIn, and its official website for more information on the speakers, and the course.

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