

NEGOTIATION BEST PRACTICES

RIGHTS, INTERESTS & POWER

A 3-part mentoring series with leading subject matter experts in negotiations.

Part 1: Mar 3, Rights-Based Negotiations
Part 2: Apr 7, Interest-Based Negotiations
Part 3: May 12, Power-Based Negotiations
5:30pm – 6:30pm, Total of 6 CEE Points

“Interests, rights and power...are three basic elements of any dispute”
– Professors William J. Ury, Jeanne Brett, and Stephen Goldberg, *Getting Disputes Resolved: Designing Systems To Cut the Cost of Conflict* (1993)

In resolving a dispute, parties can reconcile their underlying interests, determine who is right, and/or determine who is more powerful.

Learn how interests, rights and power invariably interact, and how different negotiation processes emphasize different elements within this three-element framework for conflict resolution.

These sessions are designed to be as-advertised, informative, fast-paced and to-the-point.



This session will be moderated by **Marvin Huberman**, with guest speakers **Natai Shelsen** and **Mike Lumb**.

This program will offer practical advice, strategy and tactics on winning negotiations, getting effective outcomes, dealing with pressure and avoiding cross-culture pitfalls.

Part 3: Leading Experts in Power-Based Negotiations



Marvin Huberman
LLB, LLM (ADR),
C.Arb, FCI Arb



Natai Shelsen
LLB, BCL, Q.Med



Mike Lumb
BA, BEd
Negotiator in the
Public Education
Sector for 25+ years

Register for each part of this series individually: \$35 Member, \$55 Non-Member

Register: www.adr-ontario.ca/negotiate2022

* +HST on all rates. Cancellation Policy: If you are unable to attend, your registration is fully transferable to another person in your organization. If you must cancel, notice must be received in writing. All refund requests received on or prior to February 22, 2022 will receive a refund less a 20% administrative fee. No refunds after February 22, 2022. Sessions, speakers and times are subject to change. Registrations are tentative until March 2, 2022. Should ADRIO need to cancel this event, you will receive a full refund. Once payment has been processed, this policy applies under all circumstances.