

Registration includes workshop materials,
Harvard simulations, certificate, breakfast,
lunch and refreshments

This program contains 12 Continuing
Education Engagement Points (CEE) that
can count towards your designations

NEGOTIATING

THE HARVARD WAY

FULL-DAY WORKSHOP

March 5, 2020
9:00AM – 4:30PM
222 Bay Street, Suite 1710

Everyone negotiates: with family, with friends, in business, governments, in conflict resolution. We negotiate to solve or reduce conflict, get what we need or want and to create value.

For mediators (and arbitrators), understanding the importance of the relationship between parties and their individual negotiating styles is critical to helping the parties resolve their conflict.

In this workshop, participants will learn about the content, process and relationships involved in a negotiation.

They will also learn how to apply the tenets of interest-based negotiations in a conflict-resolution proceeding, measure negotiations, and get to BATNA (Best Alternative to a Negotiated Agreement).

This multi-media workshop will include a variety of dynamic simulations, licensed from the Harvard Program on negotiation, to allow participants to apply their newfound knowledge.

See page 2 for agenda and instructor's bio.



Instructor:
Marcel D. Mongeon
LLM, MBA, M.Sc

Registration Fee:
Early-Bird Member (ends. Feb. 17) \$245
Member Regular \$285
Non-Member \$345
President's Circle Member \$245

Register: www.adr-ontario.ca/negotiate

* +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 17, 2020 will receive a refund less a 20% administrative fee; those received on or prior February 24, 2020 will receive a refund less 50%. No refunds after February 24, 2020. Sessions, speakers and times are subject to change. Registrations are tentative until February 28, 2020. Should ADRIO need to cancel this event, you will receive a full refund.

WORKSHOP AGENDA

9:00 am - 9:10 am Introductions and Welcome

9:10 am - 10:00 am Introduction to Negotiating Theory

This session will review the objectives of the course. It will then consider the different domains involved in negotiations and how these interact. A simulation will be conducted to illustrate the utility of analyzing negotiations from an interest-based perspective.

10:00 am - 11:00 am Examining Interest-based Negotiations

There are many myths about negotiations. For example, that negotiators are born and not taught! This session will examine some of those myths and then proceed to a consideration of different types of negotiations. It will then concentrate on interest-based negotiations and consider a number of related concepts.

11:00 am to 11:15 am Break

11:15 am to 12:30 pm Measuring negotiation outcomes

A frequent challenge faced in business negotiations is to determine how successful was a specific negotiation? There are many different and competing views on what constitutes success. This session will give participants a framework and a means of measuring success for many different types of negotiations. With this in hand, measurements can then be made of future negotiations in order to improve.

12:30 pm - 1:30 pm Lunch

1:30 pm - 2:30 pm Emotions in Negotiations

All negotiations involve people and people's emotions can dramatically affect their dynamics. This session will consider the different elements of negotiations and how emotions can affect each of them.

2:30 pm - 2:45 pm Break

2:45 pm - 3:30 pm Multi-party Negotiations

Two party negotiations are the easiest to learn about and understand. However, frequently, negotiations will involve more than two parties with differing interests. This session will examine the situation of multiple parties and how to organize the preparation and considerations when more than two parties are involved in a negotiation.

3:30 pm - 4:00 pm Negotiating Tips and Traps

The course will conclude with a session of various tips and traps. These simple guidelines can be very useful for participants to have greater insight into many negotiating issues that haven't been covered in the course. In addition, some time will be devoted to questions and discussions from participants.

4:30 pm Conclusion of Workshop



**Marcel D.
Mongeon**
LLM, MBA, M.Sc

Marcel Mongeon is an experienced international speaker and seminar leader in many areas, including business strategy, IP management, negotiation, governance, and a wide variety of legal topics. As principal instructor of ezCPD, his own online CPD company for legal professionals, Marcel has taught everything from Conducting Negotiations Ethically to Effective Sentiment Conferences. He holds business, law and science degrees from McGill (B.Com., LL.B., BCL), McMaster (MBA), Swinburne University (MSc) and Strathclyde (LL.M.) and is a Chartered Mediator (C.Med.). He is also a part-time deputy judge of the Hamilton Small Claims Court where he adjudicates claims up to the jurisdictional limit of \$25,000. Marcel is a lawyer qualified in the Canadian province of Ontario as well as New York State in the USA. He is retired as a lawyer in Quebec. Marcel specializes in Intellectual Property rights, including copyright, trademarks and patents. He is a Registered Patent and Trade-mark Agent in Canada. His practice also encompasses mediations, with emphasis on complex issues and multi-party matters. For nearly 25 years, Marcel has worked in new technology assessment, management, and commercialization. As an independent IP Coach and President of Mongeon Consulting, he has assisted governmental, government-supported and private sector institutions with devising and implementation strategies to profit from their intangible assets. Marcel is a Chartered Director (C. Dir.) and has served on the boards of, among other organizations, ADR Institute of Ontario, his local chamber of commerce, the Association of University Technology Managers, ACCT Canada and the Canadian University Intellectual Property Group.

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