

SEMINAR NOTICE



THE KENYA SCHOOL OF LAW

COURSE: ADVANCED NEGOTIATION MASTERCLASS

(3 LSK CPD POINTS)

DATE: 4TH – 8TH MARCH, 2024

VENUE: KSL, KAREN CAMPUS

COURSE DESCRIPTION

This course aims at training professionals in the legal field to develop advanced negotiation skills and create value for all parties. Participants will be guided systematically through the negotiation process and by the end will articulate what constitutes success or failure in a negotiation. They will develop key skills for effective negotiation including intense preparation, in the moment tactics, responses to changing scenarios, persuasion among others.

TARGET AUDIENCE

This course targets professionals working in the legal field who require to refresh their knowledge and tools to execute complex negotiations.

TRAINING FOCUS

The course will focus on the following key topics;

1. Preparation for negotiations
2. Types of negotiations
3. Negotiation techniques and strategies
4. Negotiation under the Public Procurement and Asset Disposal Act (Case Study)
5. Drafting a negotiated settlement/agreement

COURSE OUTCOME

At the end of the course, participants will be able to;

1. Structure and execute complex negotiations successfully
2. Identify the characteristics of effective negotiators
3. Develop effective negotiation skills and strategies
4. Negotiate across international or cultural boundaries

5. Identify and mitigate challenges to a successful negotiation.

COURSE FEE

The cost of the course is **Kes. 58,500** inclusive of VAT and registration fee (covers tuition fees, course materials, stationery, lunch and refreshments).

Money should be deposited in the School's account: **(Account No. 202 2029 110 ABSA Bank of Kenya, Absa Bank Kenya PLC, Plaza Branch, Nairobi, Kenya)** and the bank slip or evidence of electronic funds transfer presented to the Finance Office.

CPD POINTS

Members of the Law Society of Kenya who attend and complete the training will be entitled, on payment of **extra 1,000.00 to be awarded 3 CPD points**. Payment of this sum shall be effected **during** the training, as will be directed by the organizers of the training.

APPLICATION PROCESS

All applicants should apply through the online application platform on the KSL website;

<https://services.ksl.ac.ke/web/login>

CONTACT DETAILS

For any queries, contact the course coordinator Ms. Naserian Sitelu on msitelu@ksl.ac.ke, or Jacqueline on jacqueline@ksl.ac.ke , or Christine on cmwanza@ksl.ac.ke or cpd@ksl.ac.ke.

Website: www.ksl.ac.ke



ISAAC KULOBA

For DIRECTOR / CHIEF EXECUTIVE OFFICER



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