

UIA Capsule – **UIA Med Lab CYCLE 1 – Training N°2**: Harvard Principled Negotiation, April 25, 2024



UIA Med Lab is a contributor to the UIA Academy

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**UIA Capsules  
Online  
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## Harvard Principled Negotiation

- “Getting to yes” in your negotiations! -

**Thursday, April 25, 2024**

from 4:00 PM to 5:30 PM CET (Paris time)

**Free of charge – Registration Required**

**Register now!**

**Eligible for continuing education For UIA members only**

**Open to lawyers and in-house counsels**

**Training in French**

After registering, you will receive a confirmation email explaining how to join the webinar.

**Thursday 25 April 2024 4 to 5:30 pm CET – UIA Med Lab CYCLE 1 – Training N°2: Training in French**

### INTRODUCTION

This online UIA Capsule is the 2<sup>nd</sup> of a series of 4 (Cycle 1) organized in 2024 by the **(first) UIA Negotiation Laboratory, January 25, 2024 – Le (premier) Laboratoire de Négociation de l’UIA**. The Med Lab CYCLE 1 looks at **how structuring negotiation: tools for improving negotiation**.

This **Training N°2** will focus on a very well-known negotiation technique but still essential to explore again and again: **The Harvard Principled Negotiation, “Getting to Yes!”**.

*What are the basics of the Harvard method? When and how to use it? In which sense the method is “offering a highly effective framework that will ensure success”? In all circumstances? How to distinguish this negotiation tool among others? Definitions, structuration, importance & Practical examples of the Harvard Principled Negotiation will be presented by 2 leading negotiation & mediation experts teaming to share their knowledge & experience.*

#### **Introduction:**

- **Jacqueline SCOTT**, Lawyer, Chairman of the UIA, USA
- **Lotfi EL AJERI**, Lawyer, Mediator, Chairman of the UIA Prevention & Mediation Commission, Tunis, Tunisia

### Speakers:

- **Hélène de KOVACHICH**, *Accredited Mediator, former judge, Québec, Canada*
- **Laurent ROUVIERE**, *Certified HARVARD negotiator, USA/France*

### Moderators:

- **Catherine PEULVÉ**, *Lawyer, Mediator, Author, UIA Deputy General Secretary, Distinguished Fellow of IAM (International Academy of Mediators), Member of the UIA Prevention & Mediation Commission Board, in charge of the UIA Med Lab, Paris, France*
- **Pierre JUNG**, *Lawyer, Mediator, Author, Member of the UIA Prevention & Mediation Commission, in charge of the UIA Med Lab, Paris, France*

[Register](#)

## [Join the meeting now](#)

Meeting ID: 347 637 969 61

Passcode: xFD9fU

[Contact us](#)

### **SPEAKERS EMAILS (FOR TEAMS)**

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**The UIA Med Lab, the (first) UIA Negotiation Laboratory**, proposes a **free**, qualified training program dedicated to negotiation. The **UIA Med Lab** has been created to provide participants with **practical tools** to improve their **practice as mediators**, their **practice in mediation** (without being mediators) and, more generally, their **practice in negotiation**. **While mediators or neutral third parties** do not necessarily use these tools, being familiar with them will improve their and participants' understanding of the bargaining that is unfolding before their very eyes. Negotiation tools are in the hands of the parties and their counsel(s), who need to be able to well understand them and be able to differentiate among such tools in order to better master and successfully deploy these tools during the negotiation or mediation process.

**Leading personalities and recognized experts** will address various negotiation & mediation tools, through a **powerful online presentation** and an **interactive discussion**. The UIA Med Lab Capsules will be offered in **English and/or French**, depending on the particular speakers. The **UIA Med Lab CYCLE 1** for 2024 will explore **negotiation structure: tools for boosting bargaining power & improving negotiation**. The **UIA Med Lab CYCLE 2** for 2025 will explore **self-knowledge and improvement: tools for acting more effectively as a mediator/neutral third party**.

The UIA Med Lab's training topics are of interest to **lawyers and in-house counsel** alike, and for **advisory, preventive, pre-litigation and litigation purposes**.

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### **Next Topics and speakers UIA Med Lab CYCLE 1 for 2024:**

**Thursday 27 June 2024 4 to 5:30 pm CET- UIA Med Lab CYCLE 1 – Training N°3:** Distributive Negotiation – Anchoring – ZOPA (Zone of Potential Agreement) by **Jonathan LLOYD-JONES**, *Independent commercial mediator, Vice-President of the IAM (International Academy of Mediators), London, UK* and **Bill MARSH**, *Commercial Mediator, Distinguished Fellow of IAM (International Academy of Mediators), London, UK*

*Training in English*

**Thursday 26 September 2024 4 to 5:30 pm CET- UIA Med Lab CYCLE 1 – Training N°4:** 2 practical tools: the Negotiation GPS, the world's first expert negotiation system by **Vincent EURIEULT**, *PhD, Negotiation expert, ESCP Professor, Author and Creator of the Cube model of negotiation* and Mixing preparatory and conducting tools for mediation by **Jeremy LACK**, *Lawyer, Mediator, President of AFIM (Association Francophone Internationale de Médiation)* *Training in French and/or English*

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### **Replays**

**CPS and BATNA**, by **Lisa BAKER MORGAN**, *Mediator, Trial Lawyer, Dispute Resolution Instructor, Los Angeles, USA* and **Claude AMAR**, *Mediator, President of IFCM (Institut Français de Certification des Médiateurs) and the French Mediation Academy (Académie de la Médiation), Distinguished Fellow and Secretary of the Board of the IAM (International Academy of Mediators), Paris, France* **Thursday 25 January 2024** <https://youtu.be/RFcSPDdx9Jk>

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All trainings will be introduced by **Jacqueline SCOTT**, *Lawyer, President of the UIA, USA*, and **Lofti EL AJERI**, *Lawyer, Mediator, Chairman of the UIA Prevention & Mediation Commission, Tunis, Tunisia* and moderated by **Catherine PEULVÉ**, *Lawyer, Mediator, Author, UIA Deputy General Secretary, Distinguished Fellow of IAM (International Academy of Mediators), Member of the UIA Prevention & Mediation Commission Board, Paris, France* and **Pierre JUNG**, *Lawyer, Mediator, Author, Member of the UIA Prevention & Mediation Commission, co-leaders of the UIA Med Lab, Paris, France*, after