

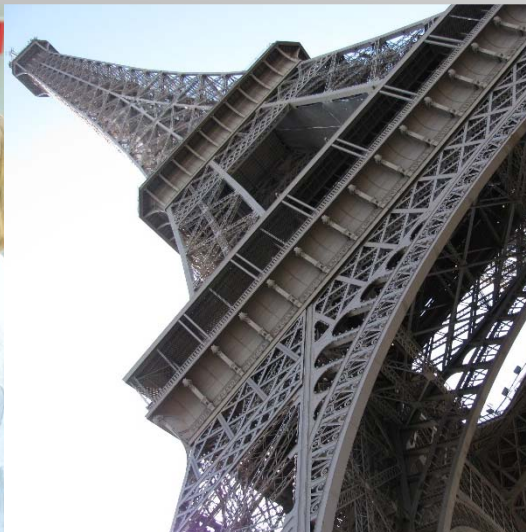



UIA Union Internationale des Avocats
International Association of Lawyers
Unión Internacional de Abogados

Attending this event will grant you CLE credits in most jurisdictions!

UIA Training course How to Negotiate a Successful Deal?

Monday, February 29 & Tuesday, March 1, 2016



 #UIANego

PARIS – FRANCE

UIA ■ T +33 1 44 88 55 66 ■ F +33 1 44 88 55 77
uiacentre@uianet.org ■ www.uianet.org

INTRODUCTION & GENERAL INFORMATION

The UIA is proud to present this Course which is part of the UIA 2016 Training Courses Programme. The objective of our Training Courses is to provide comprehensive tools in specific and/or specialist areas of the law or in specific projects, by offering advanced-level “master classes” held by outstanding expert trainers.

The UIA aims to provide excellence at reasonable cost, given its non-profit nature and institutional role.

The course is held over two days, with 1 trainer.

The sessions will be highly interactive.

Minimum number of participants: 15

Maximum number of participants: 32

Who should attend?

Law professionals looking for specialty courses to improve their skills in negotiation.

Working language

The sessions will be held in **English without simultaneous translation**.

Accreditation of courses

Every participant attending the entire 2 days Training Course programme will receive a “Certificate of Attendance” at the end of the Course that may be used for obtaining “Credits” for “Continuing Legal Education” - “Continuing Professional Development” purposes, depending on national rules. For more information, please contact the UIA.

Bringing together the world's lawyers

For over 85 years, the Union Internationale des Avocats (UIA International Association of Lawyers) has been defending the legal profession and facilitating international contacts, cooperation and the exchange of knowledge among lawyers, while respecting their cultural and professional diversity.

Today, the UIA brings together several thousand members – lawyers or law professionals – and hundreds of bars, federations and associations.

Join the UIA and become a member of the world's strongest network of lawyers!

- You will participate in the work of the UIA Commissions in Business Law, Human Rights and General Practice and share your experience with that of professionals from over 110 countries.
- You will also be able to join forces with the UIA, which, each year, provides its support to lawyers who cannot freely practise their profession. Everywhere in the world where rights of defence are threatened or the proper administration of justice is hindered, the UIA will make your voice heard.

www.uianet.org

COURSE VENUE

La Maison du Barreau

2, rue de Harlay
75001 Paris – France

REGISTRATION FEES

	UIA Member		Non Member	
	<= 29.01.2016	> 30.01.2016	<= 29.01.2016	> 30.01.2016
STANDARD REGISTRATION <i>Amounts exclusive of VAT</i>	€ 500.00*	€ 550.00*	€ 550.00*	€ 600.00*
YOUNG LAWYER (<35)** <i>Amounts exclusive of VAT</i>	€ 200.00*			

***Due to the European legislation (Directive 2006-112-CE art.52-a), we have to invoice the amount including the French VAT currently at 20 %. However, you can deduct the VAT through your local fiscal administration.**

****Please attach proof of age to the registration form to benefit from young lawyers fee**

These fees cover participation in the Course, coffee breaks in the morning, as well as the documentation. Lunches on Monday, February 29 & Tuesday, March 1, 2016, are optional and at additional charge. Please note that the number of places in this Training Course is limited. The maximum number of participants is 32. Since we expect this training programme to fill up quickly, if you are interested, we suggest that you register immediately and benefit of the lower rate. Applications will only be processed upon receipt in full of the registration fees. Admission will be on a first come - first served basis. The organisers reserve the right to refuse admission in the event of excess applications.

HOTEL RESERVATION

Each participant should make his/her own arrangements for hotel accommodation in Paris. The Maison du Barreau is located in the "1st arrondissement" in Paris. A few hotel suggestions nearby are:

- *Hôtel Le Pradey 4**
- *Hôtel Le Régent 3**.

The website www.booking.com might be helpful to find a hotel at walking distance.

Join the UIA during the training course and benefit from a 50% discount on your membership fee!

THE TRAINER



Thierry GARBY

Honorary Attorney at the Paris Bar, Arbitrator and Mediator

Paris, France

E t.garby@me.com

After studying law and political science, Thierry Garby became an attorney at the Paris Bar in 1972. He immediately began to specialize in international business law, assisting foreign businesses in their operations in France and French businesses in their operations abroad. He also developed a significant practice in litigation and particularly in international arbitration.

Nevertheless, his interest and desire to find amicable solutions prior to litigation compelled him to begin learning negotiation techniques that led him to study the works of leading academics at Harvard University and eventually led to the publication of his own book: "**Learn How to Negotiate**" in 1991.

Then, with the development of commercial mediation, he became a recognized specialist in alternative dispute resolutions and published another book: "**Conflict Management**" in 2004.

Thierry GARBY was and still is an officer in several international organizations. He was the president of the *Association Internationale des Jeunes Avocats* (AIJA – Young Lawyers International Association), Vice-President of the Litigation Commission of the UIA and of the Mediation Commission of the International Bar Association (IBA), president of the Mediation and Conflict Prevention Commission of the *Union Internationale des Avocats* (UIA - International Lawyers Association). In this capacity, he created and presided over the World Forum of Mediation Centres from 2001 until 2014, which brings together the world's main institutions offering commercial mediation services every 9 months.

He is a mediator and arbitrator with most mediation and arbitration centres.

Monday, February 29, 2016

DAY 1: BUILDING A NEGOTIATION STRATEGY & PREPARE YOUR NEGOTIATION

09:00 – 09:30	REGISTRATION OF PARTICIPANTS
	MORNING: BUILDING A NEGOTIATION STRATEGY
09:30 – 11:00	<ul style="list-style-type: none"> - Introduction of trainees and trainer. Their experience of conflicts - Presentation of the training - Understanding what negotiation is and the five possible solutions to any conflict - How to choose the best solution
11:00 – 11:15	COFFEE BREAK
11:15 – 12:30	Understand and overcome the obstacles <ul style="list-style-type: none"> • Obstacles to negotiation <ul style="list-style-type: none"> - Relational problems - Information problems • Obstacles to an agreement <ul style="list-style-type: none"> - Structural problems - Conflicts of interests - Evaluation problems
12:30 – 14:00	LUNCH
	AFTERNOON: PREPARE YOUR NEGOTIATION
14:00 – 15:30	Case study to determine a negotiation strategy <ul style="list-style-type: none"> - Prepare and offer negotiation - Why and how to accept or refuse a negotiation offer
15:30 – 15:45	COFFEE BREAK
15:45 – 17:30	Negotiation exercise

Tuesday, March 1, 2016

DAY 2: AT THE NEGOTIATION TABLE

09:30 – 11:00	The role of emotions in negotiation <ul style="list-style-type: none"> - How our brain deals with emotions and logic - The role of emotion in our behaviour as negotiator - The three levels of communication - The need for deep communication - Exercises
11:00 – 11:15	COFFEE BREAK
11:15 – 12:30	How to communicate in negotiation <ul style="list-style-type: none"> - Active empathic listening. Exercises - Non-violent communication. Exercises
12:30 – 14:00	LUNCH
14:00 – 15:30	Negotiation exercises
15:30 – 15:45	COFFEE BREAK
15:45 – 17:30	How to generate positive emotions and control negative emotions Negotiation exercise General debriefing

CANCELLATION CONDITIONS

All cancellations will be subject to a 50% deduction and will have to be sent in writing, to be received by the Union Internationale des Avocats **no later than January 29, 2016**. No refund will be made for cancellations received after this date.

VISAS: Anyone who requires a visa invitation letter in order to attend the seminar should register and pay their registration fees **no later than January 29, 2016** to ensure there is enough time to obtain a visa.

In case of visa refusal, all cancellations will be refunded in full, minus €50 + VAT to cover administrative costs, provided that the UIA has received the registration documents and **total** registration fees **no later than January 29, 2016**.

If you register after this date, only 50% of the amount paid minus €50 + VAT to cover administrative costs will be refunded for cancellations due to visa refusals.

All cancellations due to a visa refusal must be sent in writing and reach the UIA **before the seminar**. Cancellations must be accompanied by a **proof of visa refusal**.

If your visa is issued after the seminar date or if you do not have proof of visa refusal, you will not be entitled to a refund.

GENERAL CONDITIONS

All registrations received by the Union Internationale des Avocats (UIA) along with the full payment of fees corresponding to the events selected will be confirmed in writing.

Due to the European legislation (Directive 2006-112-CE art.52), the UIA has to invoice the amount including the French VAT currently at 20%. However, you can deduct the VAT through your local fiscal administration.

The UIA reserves the right to cancel or postpone the seminar to a later date, change the seminar venue and/or programme, make any corrections or modifications in the information published in the seminar programme and cancel any invitation to participate in the seminar, at any time and at their entire discretion, without having to provide any reasons for the same.

Neither the UIA, nor any of its managers, employees, agents, members or representatives shall be held responsible for any loss or damage, of any nature, suffered (directly or indirectly) by a delegate, accompanying person or a third party following any cancellations, changes, postponements or modifications.

The UIA strongly advises participants to subscribe to modifiable and/or refundable services, as well as to take out a cancellation insurance.

Neither the UIA, nor any of its managers, employees, agents, members or representatives shall be held responsible for any loss or damage, of any nature whatever, suffered (directly or indirectly) by a delegate or accompanying person, except in case of death or personal injury due to gross negligence by the UIA.

The contractual relations between the UIA and each participant (delegate or accompanying person) in relation to the seminar are subject to French law and jurisdiction, to the exclusion of any other law. Paris is the city of jurisdiction.

FORMALITIES

It is the responsibility of participants to ensure compliance with police, customs and health formalities for their journey. Participants unable to take part in the seminar because of their inability to take a flight or any other means of transportation due to being unable to provide the documents required (passport, visa, vaccination certificate, etc.) cannot claim any reimbursement.

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INFORMATION

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UIA Training course

How to Negotiate a Successful Deal?

Monday, February 29 & Tuesday, March 1, 2016

PARIS – FRANCE

REGISTRATION FORM

Register online at www.uianet.org
or please complete and return this form by email, fax or post, to:

UNION INTERNATIONALE DES AVOCATS
25 rue du Jour, 75001 Paris, FRANCE
Tel: +33 1 44 88 55 66 / Fax: +33 1 44 88 55 77 / Email: uiacentre@uianet.org



Register online!

UIA INDIVIDUAL MEMBERS

Please specify your membership number (Please check your membership card or membership fees):

MI _ _ _ _ _

Family Name:

First Name:

Firm:

Address:

Post Code:

City:

Country:

Tel:

Fax:

Email:

Date of Birth:

EU VAT ID-number:

Special requests (special diet, allergies, handicap...):

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A. TRAINING COURSE REGISTRATION FEES

Amounts exclusive of VAT	UIA Member		Non Member	
	<= 29.01.2016	> 30.01.2016	<= 29.01.2016	> 30.01.2016
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**Please attach proof of age to the registration form to benefit from young lawyers fee

B. OPTIONAL ACTIVITY

Please indicate below whether you plan to attend the following events **not included** in the registration fees:

- Lunch – Monday, February 29: € 44.00 (Excl. VAT) per person
- Lunch – Tuesday, March 1: € 44.00 (Excl. VAT) per person

C. TOTAL

TOTAL (A) Excl. VAT – Registration Fees: €

TOTAL (B) Excl. VAT – Optional Activity: €

TOTAL (A+B) Excl. VAT: €

VAT (20 %)*: €

TOTAL (A+B+VAT): €

* Due to the European legislation (Directive 2006-112-CE art.52-a), we have to invoice the amount including the French VAT currently at 20 %. However, you can deduct the VAT through your local fiscal administration.

D. COMMITMENT

I undertake to attend the entire 2 days programme.

A "certificate of attendance" will be delivered to all participants who will attend the entire course.

E. CANCELLATION CONDITIONS

I, the Undersigned, confirm that I have read and accepted the **cancellation conditions** as well as the **general conditions** given on **page 6** of the registration programme. My registration will only be taken into account on receipt of the payment.

Participants are aware that their image and/or voice may be photographed, recorded or filmed throughout the duration of the seminar. They hereby assign to the UIA, with the signature of this form, the right to exploit, reproduce and disseminate the images and recordings by all means, both known and unknown, using all media, for an unlimited term and free of charge.

F. METHOD OF PAYMENT

♦ By cheque in € - drawn in a French bank - payable to the UIA, addressed to: UIA - 25 rue du Jour – 75001 Paris – France

♦ By Bank transfer in € - without charges to the payee – in favour of the Union Internationale des Avocats, quoting "F16PAR02", to the following bank and account:

Société Générale – Paris Elysées Entreprise
91 avenue des Champs Elysées – 75008 Paris - France
BIC / SWIFT: SOGEFRPP
IBAN: FR76 3000 3033 9200 0503 4165 164

♦ By credit card: Visa Mastercard

Card N°: _ _ _ _ _

Expiry date: _ _ / _ _ 3 Digits: _ _ _

Name of card holder:

I authorise the Union Internationale des Avocats to debit the above mentioned credit card in the amount of: € (Euros).....

Date:/...../..... Signature: