

accord™ negotiation workshop

accord™ negotiation is a step-by-step guide to finding and implementing solutions in which all sides' real needs are met. ACCORD takes participants through the six phases of gathering information and establishing common ground, exploring values and building rapport, clarifying needs, translating these into practical strategies, checking commitment and monitoring implementation.

Benefits include:

- turning conflict into mutual understanding
- negotiating effectively in different cultures
- moving directly to creative solutions
- minimising personal and financial cost
- balancing short-term goals with care for the relationship

Course leaders: Sara Boas and Godfrey Spencer

<p>DATES and TIMES</p> <p>English: May 26-27, 2005 French: November 28-29, 2005</p> <p>09:00 – 17:00 each day</p>	<p>LOCATION</p> <p>Tennis Club Observatoire Avenue Paul Stroobant, 44 Uccle, Brussels 1180</p>
<p>APPLY NOW</p> <p>http://www.boastl.com/forms/apply.htm</p>	
<p>CO-ORDINATOR</p> <p>Carolyn Dare Tel. +32 (0) 2 375 0613 carolyn.dare@boastl.com</p>	<p>COST</p> <p>€850 for a course €2040 for all three 2-day workshops <i>[Pay in full two months before the programme date to receive a 6% early enrollment discount]</i></p>