

# Cross-Cultural Aspects of Legal Negotiation

Highly experienced negotiation and cross-cultural experts join forces to increase your effectiveness when working across cultures

Master Class

Milan, 29-30 November 2007

*Learn from top consultants in this two-day Masterclass how:*

- culture affects your behaviour, reactions, assumptions and expectations
- to recognise and understand intercultural experiences
- to deal with the consequences of cultural differences in negotiation

Bob Waisfisz

itim International –The Hague, The Netherlands



Giuseppe de Palo,

ADR Center – Rome Italy



ISPI

Palazzo Clerici

Via Clerici, 5

20121 Milan, Italy

9.30am - 1.00pm / 2.00pm - 5.00pm

In collaboration with:  
European Company Lawyers Association and  
Associazione Italiana Giuristi di Impresa



# Course Programme

## First day: the Art of Negotiation

Module I (9.30am - 1.00pm)

### ***The worth of negotiation***

Experience negotiation as an increasingly important and proven partnership improvement and conflict management strategy. Re-examine your views on negotiation and reflect on alternative forms of resolving disputes (e.g. mediation and facilitation). Recognize the advantages of an effective win-win approach and gain experience in its practical implementation.

Module II (2.00pm-5.00pm)

### ***Becoming an effective negotiator***

Re-examine your own negotiating style and enhance your ability to achieve optimal negotiation results in terms of outcome and working relationship. Acquire know-how and tools which have proved their worth in practice. Explore new ways of resolving difficult negotiation challenges which you face in reality.

## Second day: Working Across Cultures

Module I (9.30am - 1.00pm)

### ***The challenges of cultural differences in negotiation***

Learn more about how culture influences your behaviour, communication and negotiation style. You will get acquainted with the 5-D Model: a tool to understand cultural differences and similarities. We will focus on your approach viewed from a cultural perspective and compared with those of other cultures. Varying your techniques to improve dialogue and come to solutions between parties from different cultures. Skills that are effective in one culture but not in another. The importance of relationships, hierarchy, status and how to come to agreements.

Module II (2.00pm-5.00pm)

### ***Being cultural competent***

From being aware of cultural differences to applying cultural knowledge in negotiation. Different strategies and approaches and the challenges of intercultural conflict situations. How to build commitment among culturally diverse groups. Your negotiation style affected by your culture.

# Faculty

Giuseppe De Palo  
ADR Center - Rome, Italy

An Italian attorney specialized in international business transactions, Giuseppe De Palo is Hamline University School of Law's first International Professor of ADR Law and Practice. He also teaches International Negotiation Theory and Practice at the Interdepartmental Research Center in European and International Studies of the University of Rome "La Sapienza". Currently, he is President of Rome-based "ADR Center Spa" and mediator of major international business disputes.



Bob Waisfisz  
itim International –The Hague, The Netherlands



As the founder of itim he has served many clients, having most of them transferred to his colleagues, such as BP, IBM and Philips. At the moment he works e.g. for Accenture and Mondi Packaging next to supporting his colleagues around the world. Starting more than fifteen years ago he has developed and is still developing tools to conduct quick scans of the organisational culture of companies and other organisations and to assist clients in realizing their goals in a more effective and efficient way. He coaches senior and top managers either to become more successful in the international market place and/or to align their attitudes and behavior with the optimal culture they want to realize.

# Information

## Date

29-30 November 2007

## Place

The Master Class will be held at:

ISPI, Palazzo Clerici

Via Clerici, 5

20121 Milan, Italy

## Registration Fee

The cost of participation is € 1.600,00 + VAT 20% (tot. € 1.920,00)

ECLA and AIGI members will be admitted at a 25% **discounted** fee of € 1.200,00 + VAT 20% (tot. € 1.440,00)

Firms/organizations submitting three or more applications can take advantage of a discounted fee rate of € 1000,00 + VAT 20% (tot. € 1.200,00)

## How to apply

Download an application at:

[http://www.ecla.org/documents/activities/Brochure\\_Master\\_Class\\_Cross\\_Cultural.pdf](http://www.ecla.org/documents/activities/Brochure_Master_Class_Cross_Cultural.pdf)

Send it by fax to 0039 06 6919 0408 or by e-mail to ***negotiate@adrcenter.it***

The application will be confirmed by e-mail once payment is accepted.

## Payment

Via bank transfer to:

UniCredit Banca d'Impresa – Sede di Roma Centro

Acct. Holder: ADR Center SpA

IBAN: IT/81 C 03226 03201 000030031594

CIN: C, ABI: 03226, CAB: 03201

Acct. No. 000030031594

Please mention "(Your Name) Master Class Cross. Nov. 07"

## *For further information:*

ADR Center SpA

Via del Babuino, 114

00187 Rome, Italy

Tel. +39 06 6938 0004

Fax +39 06 6919 0408

[www.adrcenter.it/negotiate](http://www.adrcenter.it/negotiate)

[negotiate@adrcenter.it](mailto:negotiate@adrcenter.it)

