



Harvard Club of Prague



Chambre de Commerce  
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## Responsible Negotiation Workshop *with Alain Lempereur*



Alain Lempereur (SJD'95) joined the Program on Negotiation (PON) at Harvard Law School in 1993. He is currently a Member of the PON Executive Committee and a Faculty Associate. He was a Visiting Professor at Harvard Law School for the Winter Negotiation Workshop for several years. He published and worked on different research, training and consulting missions with other PON faculty, including Robert Mnookin, Jeswald Salacuse, Jim Sebenius, and Lawrence Susskind. He just led a Harvard PON Executive Training, "Negotiation and Leadership" in Paris.

He is the Alan B. Slifka Chair Professor at Brandeis University, and the Director of the Graduate Program in Coexistence and Conflict at the Heller School for Social Policy and Management. He was formerly the Negotiation and Mediation Chair Professor at Essec Business School – Paris, where he established a European negotiation institute (Irene). His books, including *The First Move: A Negotiator's Companion*, have been translated into a dozen languages. *The Financial Times* designated him "Professor of the Week" for his contributions to negotiation and mediation. His current research at PON is devoted to responsible negotiation and leadership.

*With Special Guest: Pavel Fischer*



Pavel Fischer used to work at the Office of the President Vaclav Havel as Director of Political department (1999-2003). In his quality, he was in charge of security issues, defense, of relations with political parties and with local governments, of central bank related economical issues, EU integration processes and foreign relations. Named Ambassador to France and to Monaco (2003 to 2010). Subsequently, he was appointed Political Director of the Ministry of Foreign Affairs (2010 to 2013), in charge of security, multilateral diplomacy or human rights. Currently, he works in advisory board of Prague Freedom Foundation, gives lectures on issues such as cybersecurity, international relations or leadership.

Graduated from Charles University, he studied Social Teaching of Church in Geneva, and, in France, he graduated from Ecole Nationale d'Administration (1999). Musician, he started his career as worker in geophysical research, teacher of French at secondary school, personal secretary of auxiliary bishop of Prague, professional in the field of communication and, during twenty years, as public servant.

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# **RESPONSIBLE NEGOTIATION WORKSHOP**

## **PROGRAM OVERVIEW**

You are a leader in your organization. Therefore, **consensus building, deal making, and dispute resolutions are an integral part of your day-to-day job.** You are engaged in a perpetual negotiation process. The more efficient you become as a negotiator, the more comfortable you will be as a leader. Through this workshop, you can become a more responsible negotiator. You will assess your skills and put together an action plan to improve them.

Through **expert presentations, interactive simulations and discussions with peers, you will analyze your own potential.**

The methods of the Program of Negotiation at Harvard Law School combine the assets of tested negotiation theories with the best practices employed by those who succeeded in the art of negotiation.

This workshop introduces a set of valuable concepts and tools **that help you prepare negotiation and provide a more effective process of joint problem solving for fair agreements, while ensuring sustainable and productive relationships.**

## **BENEFITS**

### **The benefits for you:**

The Responsible Negotiation Workshop ensures you fulfill three main goals for the success of your negotiations:

- ASSESS your own negotiation style and behaviors, PLAY to your strengths and ADDRESS your challenges and areas of improvements
- DETERMINE quickly your moves and UNDERSTAND strategic information from others in order TO SEIZE opportunities
- CONVINCE and ASSERT your perspective to BUILD creative outcomes and sustainable trust with all stakeholders, while BYPASSING power tactics.

### **The benefits for your organization:**

Your organization will also benefit from this workshop because you will leverage a wider range of skills that are essential in competitive environments, such as **crafting better deals, improving relationships and enhancing organizational effectiveness.**

## **PROGRAM DETAIL**

### **Morning Session: Negotiation Strategy**

*The Three Negotiation Pillars: People, Problems and Process*

- Building Confidence
- Managing Profits and Risks
- Structuring the Mandate

*Case: International Pricing*

### **Afternoon Session: Negotiation Preparation**

*The Three Negotiation Pillars: People, Problems and Process*

- Preparing for People: instructions, relationships and power map
- Preparing for Problems: motivations, negotiated or unilateral solutions, justification
- Preparing for Process: organization of the meeting and communication

*Case: Getting the Deal*

## **PROGRAM PARTICIPANTS**

The participants of the Responsible Negotiation Workshop are **top executives and high potential managers who seek to improve their negotiation strategies and skills**. They will have the opportunity to strengthen their influence techniques, within and outside their organization. They will also enhance their capacity in conflicts and crises, to build consensus and to strategic partnerships.

Therefore, the workshop is especially suitable and helpful for Chief Executive Officers, Presidents, Board members, Vice-Presidents of Human Resources, Marketing, Manufacturing, Finance, Administration or Operations, Consultants, Lawyers and Entrepreneurs.

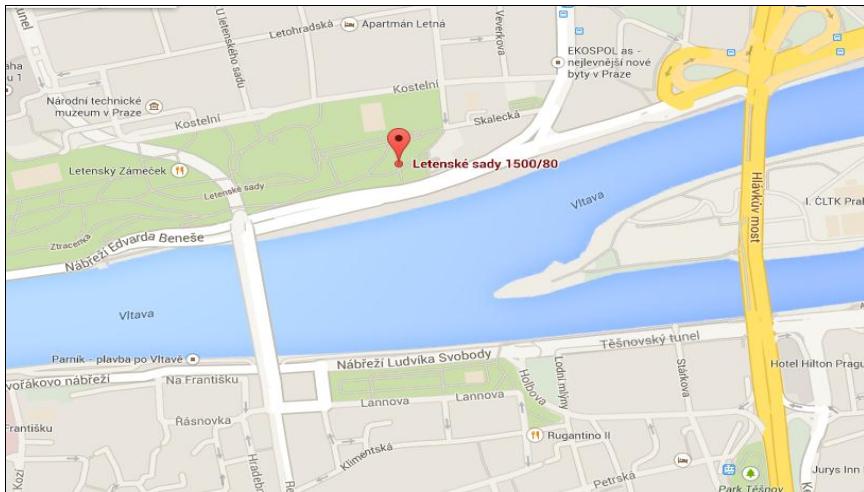
## **DATE AND VENUE**

**Session in French: 29 May, from 9.00 am until 5.00 pm**

**Session in English: 30 May, from 8.00 until 4.00 pm**

### **Havas Worldwide New Europe**

Expo 58  
Letenské Sady 1500  
Prague 170 00



## **PRICE**

The fee is 7.000 CZK per person / day.

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Looking forward to seeing you for this very special event,

With our warm regards,



François Veit

Attorney at law  
PRK Partners  
Member of the Harvard Club Board