

# NIXEDONIA

Definition: **Nixedonia** - [ni.khe.'dʊ.ni.θ.] - Eng. (noun.)  
"the joyful condition of anticipated success."

Определение: **Nixedonia** - [Нихедония] - (сущ.)  
"радостное состояние ожидаемого успеха."

## NEGOTIATION SKILLS

Success doesn't come overnight. It takes more than inspiration but also planning, hard work, and, importantly for easily-distracted lawyers: perseverance. If we do not regularly schedule Business Development into our hectic schedules each week, it most likely won't ever happen. You will always be too busy. You will always have other work to do. We can make a thousand justifications to not do something- especially if we don't want to do it nor are certain how to do it. But remember that billable hours are only our income for today: Business Development hours are our income for tomorrow and all the future days then after. And so, otherwise, the years will pass, and like a leaf upon a stream, snuggled safe within our comfort zone, we will drift along wherever the currents of fate might take us. Unfortunately, it may well not take us where we would like to go! Even if we are fortunate and no rapids or waterfalls dash us and sink our dreams, this passivity is a grave mistake. This comfort in inaction is an illusion. One day we might find that we are stuck in some stagnant backwater, and the way ahead seems lost. Our career journey doesn't have to be like this. Not at all. While the rivers ahead won't always be calm, and we'll definitely be drawn back more than once, we must sail onwards. Yet, we can still enjoy the flow, and control our route. As in the N of the Nixedonia logo, the graph of our progress will nevertheless, despite the inevitable setbacks and disappointments, show a positive trend. We must not be afraid to fail. By learning to swim, we are less likely to go under; we are more likely to reach our destination. We will certainly fail. Again and again. And that is OK. We will learn from that, and try harder. We will sail, not drift. We will succeed in our personal growth, in our wealth, and in our freedom. And finally, along this great journey, we will attain Nixedonia and thereafter reach any shore that we desire. Anywhere...

Almaty  
Athens  
Bangkok  
Barcelona  
Belgrade

Bratislava  
Bucharest  
Budapest  
Cairo  
Chisinau

Copenhagen  
Dublin  
Edinburgh  
Frankfurt  
Geneva

Helsinki  
Hanoi  
Istanbul  
Kiev  
Kuala Lumpur

Lisbon  
Ljubljana  
Lusaka  
Madrid  
Milan

Minsk  
Moscow  
Podgorica  
Prague  
Reykjavik

Riga  
Sarajevo  
Seoul  
Singapore  
Skopje

Sofia  
St. Petersburg  
Tallinn  
Tel Aviv  
Tirana

Valetta  
Vienna  
Vilnius  
Warsaw  
Zagreb



## INTERMEDIATE BUSINESS SKILLS SESSIONS

### Negotiation Skills

A practice based course on how to negotiate well. Some modern theory is presented, and a lot of practical role play is used to make sure the attendees become confident and winning negotiators.

Amsterdam, Bratislava, Bucharest, Copenhagen, Dublin, Edinburgh, Frankfurt, Geneva, Helsinki, Hanoi, Istanbul, Kiev, Kuala Lumpur, Lisbon, Ljubljana, Madrid, Milan, Minsk, Moscow, Podgorica, Prague, Riga, Reykjavik, Sarajevo, Seoul, Singapore, Sofia, St. Petersburg, Tallinn, Tel Aviv, Tirana, Valetta, Vienna, Vilnius, Warsaw, Zagreb

The Negotiation is a method by which people settle differences. It is a process by which compromise or agreement is reached while avoiding argument. In any disagreement, individuals understandably aim to achieve the best possible outcome for their position (or perhaps an organization they represent). However, the principles of fairness, seeking mutual benefit and maintaining a relationship are the keys to a successful outcome.

Specific forms of negotiation are used in many situations: international affairs, the legal system, government, industrial disputes or domestic relationships as examples. However, general negotiation skills can be learned and applied in a wide range of activities. Negotiation skills can be of great benefit in resolving any differences that arise between you and others.



COURSE DETAILS	
<b>Course title:</b>	Negotiation Skills
<b>Duration:</b>	2, 4, or 8 Hours
<b>Course type - international or regional:</b>	Regional
<b>Delivery method - classroom, eLearning, blended etc:</b>	Classroom
DELEGATE PROFILE	
<b>Target audience</b>	Fee earners
<b>Career level:</b>	Support professionals - any level
<b>Attendance by nomination/ request/ other - compulsory?:</b>	Nomination or request
<b>CPD points</b>	tbc
<b>Suggested Group Size</b>	6-12 people
SESSION INFORMATION	
<b>IT requirements</b>	Projector or TV screen for computer would be useful
LEARNING OBJECTIVES/OUTCOMES - what will delegates learn/be able to do as a result of attending the course?	
<ul style="list-style-type: none"> <li>■ Learn 4 points for principled negotiation</li> <li>■ Learn the "BATNA" model - Best Alternative To a Negotiated Agreement</li> <li>■ Test your negotiation skills with a quiz and find out areas in which to improve</li> <li>■ Learn the strategies of dealing with anger</li> <li>■ Learn and apply negotiating strategies</li> <li>■ Apply constructive solutions to overcome dead-ends or log-jams</li> </ul>	