

DIS40

DIS40 London

Negotiation Workshop with Mihael Jeklic

Dear DIS40 Members,

The negotiation of agreements is an essential part of most lawyers' practice, especially for those working in the field of dispute settlement. While our legal education puts much emphasis on the application of the law, negotiation skills are often neglected or seen as something lawyers simply learn on the job. To give you an opportunity to practice these skills, we invite you to a Negotiation Workshop with Mihael Jeklic. During the workshop Mihael will share some basics about negotiation strategies and give participants the opportunity to put their skills to the test in practical exercises. To toast to our successful negotiations, we will make reservations at a nearby bar afterwards.

Date: Friday, 18 March 2022, 4pm - 7pm

Location: Eversheds Sutherland, 1 Wood St, London EC2V 7WS

About the Presenter

Mihael Jeklic is a Lecturer (Assistant Professor) and the Director of Professional Skills at Dickson Poon School of Law at King's College. Before joining academia, Mihael was an investment banker with a development bank for 8 years in the City of London, and a teaching assistant at the Program on Negotiation at Harvard. His academic research focuses on (social) cognition in negotiation and strategic decision making with special emphasis on optimization strategies in negotiation, (social) cognitive biases and debiasing techniques in negotiation and decision making relevant to litigation and arbitration. Mihael has a law degree from Harvard and a PhD in psychology from UCL.

Registration

Kindly register via email by Monday, 14 March 2022, to office@bodenheimer.legal, indicating whether you are also joining us for drinks afterwards. Places are limited.

We thank Eversheds Sutherland for sponsoring and hosting this event and are looking forward to seeing you there,

Nadja Al Kanawati
DIS40 Regional Representative London

Tobias A. Strecker
DIS40 Regional Representative London