



UCT Law @ work
Professional Development Project

NEGOTIATING FOR BETTER RESULTS

PRESENTED ONLINE VIA ZOOM

DATES

18, 19, 21, 25 & 26
May 2026

TIME

14:00 to 17:00
SAST

COURSE DURATION

15 hours
over 5 days

COURSE FEE

R8,250 per delegate
Includes any course materials. Full payment
must be received 3 days before course starts.

For those who want to improve their negotiating skills, this course is a must!

Learn how to plan, strategise and successfully conclude a negotiation, whether at work, in commercial negotiations, or in any other contexts where different interests or positions stand in the way of agreement.

The course will take the form of “chalk and talk” presentations from the facilitator, group work and self-work. Participants will be given the opportunity to apply the theories learnt to real-life situations, through case analysis and group work.

The course covers: Theories of Negotiation; The Negotiator's Dilemma: Trust and “conditional openness” in negotiation; The role of power in negotiation: enhancing and leveraging your power; Value Creating Strategies; Value Claiming Strategies; Techniques to influence and persuade.

The course is aimed at those who want to develop or enhance their negotiation skills, including managers, sales and procurement personnel, HR practitioners, and attorneys.

PRESENTED BY: David Woolfrey - experienced trainer and practitioner in conflict and dispute resolution

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REGISTRATIONS
CLOSE 3 DAYS
BEFORE THE
COURSE STARTS

DIGITAL CERTIFICATE
OF ATTENDANCE
[ON ATTENDING
THE ENTIRE COURSE]

FOR MORE INFORMATION
support.lawatwork@uct.ac.za
<https://law.uct.ac.za/law-at-work>