Advanced Legal Dispute Resolution and Negotiation Skills Training Course



07 - 11 Dec 2026

Vienna

5800 € (Per Person)

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Course Introduction / Overview:

In the corporate world, legal disputes are an inevitable part of doing business. The ability to resolve these conflicts effectively is a crucial skill for modern corporate lawyers. This comprehensive training course, presented by BIG BEN Training Center, is designed to give participants a deep understanding of dispute resolution and negotiation. We will explore a range of strategies, from mediation and arbitration to sophisticated negotiation techniques, and delve into the legal and ethical considerations of each. Drawing on the work of prominent academic authors like Robert Mnookin, a leading expert in negotiation, and influential books such as "Getting to Yes," this program goes beyond basic legal training. We'll cover the intricacies of conflict resolution, from early case assessment to the legal frameworks that govern alternative dispute resolution (ADR). The curriculum is designed to give participants the skills they need to manage complex litigation, negotiate favorable settlements, and reduce legal costs for their organizations. Our goal is to equip you with the knowledge and confidence to handle any legal dispute and find creative, cost-effective solutions.

Target Audience / This training course is suitable for:

- Corporate lawyers and in-house counsel.
- Legal managers and senior paralegals.
- Arbitrators and mediators.
- Business executives and managers.
- Contract administrators and negotiators.
- Legal consultants.
- Compliance and risk management officers.
- Anyone involved in legal or commercial negotiations.

Target Sectors and Industries:

- Legal and professional services.
- Banking and financial services.
- Technology and telecommunications.
- Manufacturing and energy.
- Real estate and construction.
- Government agencies and legal departments.
- Healthcare and pharmaceuticals.
- Government agencies and equivalents.

Target Organizations Departments:

- Legal and corporate affairs departments.
- Contracts and procurement.
- Risk management departments.
- Human resources.
- Mergers and acquisitions.
- Compliance departments.
- External relations.
- Executive leadership.

Course Offerings:

By the end of this course, the participants will have able to:

- Master advanced negotiation strategies for corporate disputes.
- Apply legal principles to alternative dispute resolution (ADR) processes.
- Conduct a comprehensive early case assessment to inform legal strategy.
- Draft and negotiate effective settlement agreements.
- Mediate and arbitrate commercial conflicts.
- Understand the psychological aspects of negotiation.
- Manage a litigation portfolio effectively.
- Advise business leaders on dispute resolution options.
- Develop a strategic approach to conflict prevention.

Course Methodology:

This training course is highly interactive and practical, designed to give participants real-world skills. Our methodology is centered on hands-on learning, starting with detailed case studies that are based on real corporate disputes and negotiation challenges. Participants will get the chance to work through complex scenarios, like negotiating a merger agreement or resolving a partnership dispute. We also use engaging role-playing exercises, which allow you to practice and refine your negotiation and mediation skills in a controlled environment. We believe in active learning, and our program includes extensive group discussions and peer feedback sessions, where you can learn from the experiences of other professionals. The curriculum is also designed to include expert-led presentations and practical workshops that cover legal dispute resolution, from arbitration to litigation management. Our multi-faceted approach ensures that participants not only understand the theory but can also apply their knowledge immediately to their professional roles.

Course Agenda (Course Units):

Unit One: Foundations of Legal Negotiation

- Principles of effective negotiation.
- Preparation and strategy in negotiation.
- Bargaining techniques and tactics.
- Managing negotiation challenges.
- Ethical considerations in legal negotiation.

Unit Two: Alternative Dispute Resolution

- Introduction to alternative dispute resolution (ADR).
- Mediation: process, techniques, and legal aspects.
- Arbitration: rules, procedures, and enforcement.
- Hybrid forms of dispute resolution.
- Selecting the right ADR method.

Unit Three: Strategic Litigation Management

- Early case assessment and risk analysis.
- Litigation strategy and planning.
- Cost-effective litigation management.
- Settlement negotiation and agreements.
- Ethical obligations of litigation.

Unit Four: Advanced Negotiation Skills

- Communication and persuasion in negotiation.
- Negotiation psychology.
- Negotiating cross-border disputes.
- Dealing with difficult personalities.
- Creative problem-solving.

Unit Five: Modern Trends and Challenges

- Technology in legal dispute resolution.
- Dispute resolution in corporate governance.
- Online dispute resolution (ODR).
- Emerging trends in international arbitration.
- The future of legal practice.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

How can legal professionals balance their duty to zealously advocate for a client with the ethical imperative to promote efficient and amicable dispute resolution outside of litigation?

What unique qualities does this course offer compared to other courses?

This training course is different because it focuses on giving corporate lawyers and legal professionals advanced practical skills in negotiation and dispute resolution. While most legal courses are theory-heavy, our program is designed around real-world challenges faced by corporate legal departments. We use an intensive case-study and role-playing approach, which allows you to practice new techniques in a safe environment. We also give you a deep understanding of alternative dispute resolution, including mediation and arbitration, so you can advise your company on the best, most cost-effective way to resolve a conflict. The curriculum goes beyond the legal aspects to include the psychology of negotiation, which is a crucial skill for any effective lawyer. By combining legal theory with practical, hands-on training, our course helps professionals become more than just legal experts it helps them become strategic advisors for their organizations.