

## COURSE INFORMATION

MATA is running two new one-day courses in 2009/2010. Both are challenging and potentially life-changing. There is no restriction as to who may attend or on numbers attending either course.

## THE DATES AND THE TRAINERS

### EXTREME NEGOTIATIONS

8TH MAY 2009 OR 19TH JANUARY 2010

This day takes negotiation to the edges.

**DUNCAN JARRATT OBE** is an ex Metropolitan Police Hostage negotiator whose experience has been gained over many years including British hostage releases in China, Chechnya, Yemen, Peru, Iraq and Afghanistan.

**LAWRENCE KERSHEN QC** used to represent defendants in criminal cases and is now one of the UK's top commercial mediators. He is also vice-Chair of the Restorative Justice Consortium.

The day is inter-active, learning by experience, and will deal with unusual negotiations. The result, at the very least, will be to take participants beyond their normal negotiation comfort zone.

### EXTREME CONVERSATIONS

15TH JUNE 2009 OR 17TH FEBRUARY 2010

Built upon 'Difficult Conversations', this day analyses what causes blockages in difficult conversations and how those blockages may be removed. In particular it takes highly emotional and stressful discussions to a positive and rewarding conclusion.

**PETER BIRCH** is an actor, business psychologist and mediator. He is joined by one of his actor colleagues as they take participants through challenging situations and, through inter-active learning by experience, change difficult conversations into positive experiences with rewarding outcomes.

The result, at the very least, will be an ability to change difficult situations into a positive and active experience.

## THE VENUE

International Arbitration and Mediation Centre  
12 Bloomsbury Square  
London WC1A 2LP

## THE COST

Each course costs £375.00 + VAT  
or the two courses £700 + VAT.  
The cost includes a restaurant lunch.

## Comments from the 2009 Extreme Negotiation & Conversation courses:

*"a must for all practitioners whether mediators and/ or negotiators"*

*"a challenging and thought provoking course", gave valuable insights into the sensitivity required in extreme situations, as well as the life-saving potential of 'humanizing' any conflict and threat"*

*"bridged the gap between negotiation and extreme situations in a clear, effective and enjoyable way, with skills based reflective learning"*

*"Covers a huge range, new insights."*

*"A unique opportunity for personal and professional development with a mediation learning community."*

*"An Intriguing insight into extreme conversation and how to conduct it", Teaches you how to sit in the fire without getting burnt"*

*"A course which will help you prepare for the conversations you do not want, do not yet recognise you need to have or repeat"*

Further information can be found on our website at [www.mata.org.uk](http://www.mata.org.uk)