



Course code: BN01-15H-1223

**Transform the way
you negotiate,
with you every step of
the way**

Professional Business Negotiator Training Certificate Course

In this Professional Business Negotiator Training Certificate Course, you will learn negotiation strategies to understand, plan and achieve your objectives in a variety of contexts. Participants can gain insights for better negotiation tactics with self-assignments, as well as analysing your body language and physiological responses based on your performance in a live simulation. Serving as one of the leading business negotiation professional certificate programmes in the market, you will engage in interactive exercises and real-time feedback to optimise your negotiating performance.

Course Highlights

Highly Recognised

The course is recognised by multiple international professional organisations, including International Professional Advocate Association (IPAA), International Dispute Resolution and Risk Management Institute (IDRRMI), Hong Kong Mediation Centre (HKMC), Mainland - Hong Kong Joint Mediation Center (MHJMC), and more.

Professional Qualification

At the completion of the course and after successfully passing the professional assessment, participants are eligible to apply for the Professional Business Negotiator qualification at professional platforms for continuous professional development and case referral opportunities.

Highly interactive

Led by the trainers, participants would participate in multiple role-play sessions with common negotiation scenarios to translate the learned skill into equipped abilities.

**Senior Certified
International Business
Negotiator
(SCIBN)**

**Certified Professional
Business Negotiator
(CPBN)**

**The chart of IPAA
Negotiator**

Organised by:

Supported by



國際爭議解決及專業談判研究院
Academy of International Dispute Resolution &
Professional Negotiation



國際專業代理人協會
International Professional
Advocates Association



香港和解中心
Hong Kong Mediation Centre



香港國際商業仲裁中心
Hong Kong Centre of International Commercial Arbitration



中國貿促會/
中國國際商會調解中心



國際爭議解決及風險管理協會
International Dispute Resolution &
Risk Management Institute



香港國際調解中心
Hong Kong International Mediation Centre



HONG KONG ADJUDICATION CENTRE
香港審裁中心



內地—香港聯合調解中心
Mainland - Hong Kong Joint Mediation Center

COURSE CONTENT

Foundation, concept and types of negotiation

Dissecting psychology, emotion and behaviours in negotiation

Preparation and process of a professional negotiation

Tactics and strategies to reach productive negotiation outcome

Skills that lead to better negotiation between you and the counterpart

Solutions for unsuccessful negotiation

Role-play negotiation exercises



CERTIFICATION

Participants attaining 80% attendance in the course and passing the end-of-course assessment (accredited by International Professional Advocate Association ("IPAA")) will be awarded a "Certificate of Completion" and are eligible to apply to be a Certified Professional Business Negotiator (CPBN) of the IPAA.

APPLICATION

1) Complete the application form:
<https://forms.gle/yySXwVjLDygESTuz7>
or the QR code



2) Complete payment submission on or before the application deadline and send the proof to AIDRN via admin@aidrn.org

Course Website:
<https://aidrn.org/businessnegotiator-training-en/>

COURSE DETAIL

Date: 5, 8, 12, 15, 19 & 29 December 2023

Duration: 18 hours

Time: 7:00pm – 10:00pm

Mode: Physical class

Location: Hong Kong Legal Hub, West Wing, Justice Place, 11 Ice House Street, Central

Medium: Cantonese (supplemented with English training materials)

Fee: HKD\$8,000 (course fee: HK\$6,500 and Stage II professional qualification examination fee HK\$1,500)

Application Deadline: 24 November 2023

PAYMENT METHOD

1

CROSSED CHEQUE

Cheque should be made payable to "Academy of Intl Dispute Resolution & Professional Negotiation Ltd."

and submit your cross-cheque to AIDRN (Room 506, 5/F, West Wing, Justice Place, 11 Ice House Street, Central, Hong Kong).

2

BANK TRANSFER

Bank Name:
BANK OF CHINA (Hong Kong) LIMITED

Account Name:
Academy of Intl Dispute Resolution & Professional Negotiation Ltd

Bank Account Number:
012-704-2-005666-9

3

FPS

FPS identifier: 169930302



admin@aidrn.org



<https://aidrn.org/>



(852) 3622 2178



Corresponding address: Room 506, 5/f, West Wing, Justice Place, 11 Ice House Street, Central