Negotiation and Mediation for Legal Professionals

Police and Law Enforcement

Course Overview

Negotiation and Mediation for Legal Professionals: a 5-day professional training course from LTC Consultants, delivered in-classroom across Africa and live...

What You Will Achieve

- Explain the core principles and current good practice in Negotiation and Mediation for Legal Professionals
- Apply practical tools and techniques for Negotiation and Mediation for Legal Professionals in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine Negotiation and Mediation for Legal Professionals in practice
- Build a personal action plan to implement what you have learned

Who Should Attend

Contracts and procurement professionals, legal advisors, compliance officers and managers who negotiate or administer agreements.

Course Outline

1. Foundations of Negotiation and Mediation for Legal Professionals: principles, terminology and context
2. The business case: why Negotiation and Mediation for Legal Professionals matters to performance
3. Core tools, frameworks and methods
4. Applying the tools: guided case study and exercises
5. Common pitfalls and how experienced practitioners avoid them
6. Working with stakeholders: communication and influence
7. Measuring results and continuous improvement
8. Personal action planning and course review

Upcoming Dates and Fees

DATES	VENUE	FEE (PER DELEGATE)
2 to 6 Nov 2026	Online	**$750**
9 to 13 Nov 2026	Pretoria	**$1,450**
23 to 27 Nov 2026	Harare	**$1,450**
30 Nov to 4 Dec 2026	Cairo	**$1,650**
7 to 11 Dec 2026	Windhoek	**$1,450**

LTC Consultants
Suite 601, Block 2, Monument Office Park, 79 Steenbok Ave, Monument Park, Pretoria, 0181, South Africa
+27 68 403 2806 | info@ltcconsultants.net | ltcconsultant.co.za
Every delegate receives a Certificate of Attendance. Group and in-house rates available on request.