

A Judicial Studies Programme lunchtime seminar

The Use of Principled Negotiation in the Settlement of Disputes

TUESDAY 1ST MARCH 2016, 12:30 – 14:00

**ROOM 301, CHENG YU TUNG TOWER, CENTENNIAL CAMPUS
THE UNIVERSITY OF HONG KONG**

Light refreshments will be served



12.30 - 13.15 pm What is Principled Negotiation?

Professor Yoshiaki Nomura

Osaka School of International Public Policy

In professional life as executives or lawyers, negotiation is everywhere. How one negotiates can determine the success or failure of a project and can also create new values. Yet not many of us learn how to negotiate better. This seminar will examine how negotiation technique can make a difference in business and daily life. It will explain how one can become a better negotiator through learning the basics of principled negotiation.

**13.15 - 14.00 pm Techniques for Better Negotiation:
Findings from the Japan Negotiation Competition**

Professor Tetsuo Morishita

Sophia University

Professor Morishita is a member of the Steering Committee of the Intercollegiate Negotiation Competition, an annual competition held in Tokyo in which the University of Hong Kong has been a participant since 2014. After a brief explanation of the Intercollegiate Negotiation Competition, he will reveal some of the secrets of better negotiation that have been learned from past competitions.



The Judicial Studies Programme (JSP) organises capacity-building workshops, seminars and other forums where judges can discuss problems facing Judiciaries today (especially in the Asia Pacific) and exchange views on how those problems might best be resolved in a cost-effective and timely manner and in the interests of justice. The JSP also organises public lectures (such as under the Young Scholars Series) on topics relating to the work of judges, lawyers and legal topics of current interest. The first and second lectures under the Young Scholars Series were delivered in 2015 by Lukas Rass-Masson of Université Paris II on “Establishing Civil Jurisdiction in the European Union and at Common Law” and Nobumichi Teramura of the University of New South Wales on “Indirect Grounds of Jurisdiction: A Comparison between Hong Kong and Japanese Law” respectively.

Please click [here](#) for online registration to reserve a place.
For inquiries, please email Joyce Fung at joycef@hku.hk

