

# Continuing Legal Professional Development (CLPD)

The Government of Dubai Legal Affairs Department – Accredited Provider (BB32)

## New CLPD Accredited Course for 2018



### Negotiation

Enhance your performance – in terms of both skills and confidence – in a wide range of difficult negotiation situations where you need to influence discussions and communicate persuasively. You will learn a framework for creating sustainable, win-win solutions and with the confidence you have the skills to deal with, persuade and influence the toughest of negotiators.

<b>Course Code</b>	BB32-04
<b>Course Duration</b>	3 Hours
<b>Number of points allocated</b>	3 Points

Please note – course durations are flexible to your needs

*'Simon was fantastic, he made the course really interesting and used lots of interesting examples. I wish the course was longer.'* - Latham & Watkins

## Other CLPD Accredited Courses

### Presenting Excellence

<b>Course Code</b>	BB32-03
<b>Course Duration</b>	3 Hours
<b>Number of points allocated</b>	3 Points

### Business Development and Networking

<b>Course Code</b>	AA32-02
<b>Course Duration</b>	3 Hours
<b>Number of points allocated</b>	3 Points

### Impact and Presence

<b>Course Code</b>	BB32-01
<b>Course Duration</b>	3 Hours
<b>Number of points allocated</b>	3 Points

## Our Trainer



Simon Horton has over 10 years' experience as a Negotiation Skills trainer having worked with hostage negotiators, leading law firms, banks and other global businesses.

Simon's first book, *Negotiation Mastery*, was published in June 2012 and has been one of the best-selling negotiation books in the UK since. His latest book, *The Leader's Guide to Negotiation*, was published in April 2016.

## de Burgh Training

Founded in 2011, de Burgh Training is a highly respected and recognised name in the provision of leading training in the professional services sector.

Please contact us on +44 (0)20 7416 6076 or email [training@deburghgroup.com](mailto:training@deburghgroup.com) to discuss your needs.



TRANSFORMATIVE • INSPIRATIONAL • RELEVANT