

Where will the Summer School be held?

The Signet Library, WS Society in Edinburgh
(for those attending from outside Edinburgh, we would be pleased to arrange hotel accommodation)

When will the Summer School be held?

- Negotiation module Thursday 21 August
- Advanced Negotiation module Friday 22 August
- Advocacy module Monday 25 and Tuesday 26 August
- Advanced Advocacy module Wednesday 27 August

How much will it cost?

- **Reduced Fee for attendance at full Summer School** £1750.00
- Negotiation module 21 August £375.00
- Advanced Negotiation module 22 August £450.00
- Advocacy module 25-26 August £750.00
- Advanced advocacy module 27 August £450.00

All prices are exclusive of VAT

How to Apply?

Complete the enclosed Application Form or, for further information, contact our administrator Maxine Gomersall at

Tel: 0131 667 8833 or
email: maxine.gomersall@core-consulting.com

Applications should be submitted before 16 May 2003

Core Consulting: provides innovative training, coaching and advice to the business, professional and public sectors in the fields of conflict management and resolution, including mediation, negotiation, advocacy, court room and tribunal presentation and communication skills.

Core training is highly interactive, building skills with high quality coaching by experienced trainers. Core training focusses on co-operative outcomes wherever possible, while enhancing performance in court or tribunal when that is required.

Core Strategy: provides leaders and decision-makers with the key skills and strategies to meet the challenges of present day professional and business life. In a changing world, vision for the future differentiates those who will succeed from those who may be passed by. Core supports forward-looking planning and preparation initiatives.

Core Mediation: the leading Scottish provider of mediation services in commercial, professional and public sector disputes. From advice and guidance at the first inquiry through to preparation and planning for the mediation and on to the actual mediation meeting itself, Core's experienced mediators encourage highly professional approaches to consensual resolution of disputes.

With a focus on early and effective facilitation, most disputes which go to mediation are resolved within a day or two. This outcome is strengthened when skilled legal representatives are involved who understand the negotiation process and its central role in mediation.



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Negotiation and Advocacy Summer School

**August
21, 22, 25, 26 and 27
2003**

Signet Library, Edinburgh

Select all or some of 4 modules:

- Negotiation
- Advanced Negotiation using Mediation
- Advocacy
- Advanced Advocacy with Expert Witnesses

Up to 35 CPD hours

Core Consulting
Specialist of the Year
Inaugural Scottish Legal Awards 2003

What does the Summer School offer?

The Summer School consists of 4 modules:

- **Negotiation:** Effective communication skills, use of questioning and listening, lateral thinking and problem solving, negotiation tactics and strategies, dealing with difficult opponents and clients.
- **Advanced Negotiation using Mediation:** The place of mediation, when to use it and how it works, preparation for mediation, the role of the legal adviser and how to represent a client in mediation effectively.
- **Advocacy:** Strategies for preparation, questioning techniques, examination in chief and cross examination, submissions, use of productions, discrediting witnesses.
- **Advanced Advocacy (for those who have attended the advocacy module or who have undertaken previous advocacy skills training):** Working with Expert Witnesses (including examination in chief and cross examination of real experts), 1:1 coaching with a professional presentation coach and 1:1 video review.

You can undertake the full programme – or select one or more modules. If demand exceeds the number of places available, preference will be given to those applying to take part in the full programme.

Those who complete the full Summer School will receive the Core Certificate in Negotiation and Advocacy .

If you are attending from outside Edinburgh, you may wish to take advantage of a weekend in Edinburgh when the Edinburgh Festival is in full swing.

Why take part in the Summer School?

Keeping up to date with skills is vital to a thriving practice.

Effective negotiation underpins much of what we do in work and life generally. How well we negotiate will often determine the outcome for clients and ourselves.

Extending the negotiation process using mediation is an option which is used more and more frequently in Scotland. **Successful mediation** depends to a considerable extent on the negotiation skills of lawyers in the mediation and how well we understand the process.

Effective advocacy in the courtroom can make all the difference to the outcome of a case which is being decided in that forum. Effective advocacy is a highly skilled task which depends on good preparation and excellent performance skills.

Who should take part?

The Summer School is open to all practitioners with 5 years or more experience. The programme is specially designed to meet the needs of experienced practitioners wishing to refresh and develop key skills and for those with less experience who wish to develop new skills and keep up to date.

How will the Summer School be conducted?

We will focus on learning by doing, with coaching by leading advocacy and negotiation coaches in small workshop groups designed to encourage the improvement of skills. Each module will also include talks and seminars to introduce the topics.

There is a limit of 18 places in order to maximise the learning experience.

Who will lead the Summer School?

The team of experienced negotiation, mediation and advocacy trainers will be led by John Sturrock QC, the founder of Core Consulting. He was formerly Director of Training and Education at the Faculty of Advocates, with responsibility for designing and delivering the Faculty's internationally recognised advocacy skills training programme. As a mediation and advocacy trainer, he has delivered courses in the United States, South Africa, England, Ireland, Italy and Holland. He is also the founder and one of the Directors of Core Mediation. He was named Specialist of the Year at the inaugural Scottish Legal Awards in February 2003.

What they say about our courses:

- "As good as they come, seriously. A great many lawyers and non-lawyers would benefit from what you teach".
- "I thought the course was superb - one of the most fulfilling (albeit difficult) experiences I have ever had....it has made me think very differently about what I have been doing for the last 20 years ... and may even have changed my outlook on life to a significant degree!"
- "This course was much more challenging than most"
- "It was quite unlike any other course in which I have participated. I found the whole approach most refreshing and thought provoking. As I have said in my questionnaire, it is the most enjoyable course which I have ever attended"
- "The course has given a tremendous boost to my overall confidence.....best course in my career"
- "Far superior to other skills courses"