

Exclusive in Dubai

With official certification

on October 28, 29, 30 2024

MASTERING LEADERSHIP, NEGOTIATION AND CONFLICT RESOLUTION

REALISE YOUR FULL POTENTIAL BY LEARNING SIMULTANEOUSLY

THE PRACTICAL

Real world, hands-on experience taught by an expert negotiator with over 25 years of field experience.

THE ACADEMIC

Rigorous academic insights from an acclaimed negotiation expert at a world-leading university.

BENEFIT FROM A UNIQUE PROGRAMME THAT HAS CHANGED THE LIVES OF THOUSANDS OF PARTICIPANTS

TRANSFORMING PARTICIPANTS' CAREERS:

• Leadership Skills:

Enhanced leadership abilities, including how to inspire and motivate teams, make strategic decisions, improve communication skills and persuasive speaking, and lead with strength, integrity and empathy.

• Advanced Negotiation Techniques:

Mastery of sophisticated negotiation strategies and tactics, including interests versus positions, creating value in negotiations, and effectively closing deals.

• Conflict Resolution:

Comprehensive tools and methods for resolving conflicts constructively, understanding different conflict styles, and applying negotiation techniques to find the most favorable outcomes.

• Self-Awareness and Emotional Intelligence:

Greater self-awareness and emotional intelligence, including recognising personal triggers, managing emotions, and understanding the emotional dynamics of others to foster better interpersonal relationships.

Adapted to the Middle East
with Official Certification



MAVERICK
Business Academy London
The People's Learning Partner

For more info and to register:

www.assertive.ch

W³ASSERTIVE
The Art of Ethical Negotiation

in association with
 **ENLIGHTENED
MINDS**

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MASTERING LEADERSHIP, NEGOTIATION AND CONFLICT RESOLUTION

A UNIQUE three-day programme for executives and C-Levels combining unrivalled academic and real world experience and delivered by renowned negotiation experts:

Paul FISHER, teacher at the Saïd Business School, Oxford University
Steve TINEO successful negotiator and entrepreneur.



PAUL FISHER

Paul is the Programme Director of the Oxford Programme on Negotiation (OPN) at Saïd Business School at the University of Oxford which he has helped to design and develop since its inception in 2004.

Paul also teaches negotiation on a number of other executive education programmes at the school. Paul is a world-renowned expert on negotiation. Outside Saïd Business School, Paul has also taught at the William J Clinton Leadership Institute and the Western Ukrainian University and also directs the Small Countries Financial Management Programme. Paul holds a Politics degree from the University of Liverpool and is a certified business coach. With over 20 years of experience, Paul has worked with eminent organisations such as the World Bank, Asian Development Bank, IBM, British Telecom, and various UN agencies, making him, ideally placed to lead this masterclass.

Steve is a professional negotiator and university professor, as well as a financier, entrepreneur, and inspirational speaker. He is the CEO of the Swiss-based Assertive Group.

Steve is a globally recognised leader with over two decades of experience in finance, negotiation, and crisis management. With a background at CSFB and HSBC, he excels in structuring complex financial deals and resolving critical situations. He has invested in companies worth over \$500 million and operates internationally in high-stakes negotiations and commercial contract resolutions. Renowned as one of Europe's top negotiators, Steve has led hundreds of negotiations with governments, businesses, and individuals worldwide. He is a trusted advisor to leaders in diplomacy, finance, sports & media, having worked with over 25 top celebrities and sports figures. As a bestselling author and inspirational speaker, his words empower audiences. Steve holds qualifications from Harvard and is dedicated to reducing violence and injustice through his W³ initiative. His passions include psychology, psychiatry, and spirituality.



STEVE TINEO

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