

Series of Seminars on Strategic Negotiation Skills for Lawyers

Venue |

Raja Aziz Addruse Auditorium
Bar Council, 15 Leboh Pasar Besar, 50050 Kuala Lumpur

Registration fees

Members of the Bar |

RM350 for the whole series/RM100 per session

Pupils in Chambers/Law Students |

RM150 for the whole series/RM50 per session

Registration for all sessions will begin at 2:00 pm

CPD points: 8 for the whole series/2 for each seminar

- 11 Feb 2014 (Tuesday) | 2:30 pm to 5:00 pm
Basic Negotiation Skills | Event Code: T3/11022014/BC/BC3785/2
 - (1) Role Play
 - (2) The Concept, Perspectives and Dimensions of Negotiation
 - (3) Negotiation and Relationship
 - (4) The Anatomy of Negotiation
 - (5) Phases of Negotiation
 - (6) Dos when Entering Negotiation
 - (7) Don'ts in Negotiation
- 4 Mar 2014 (Tuesday) | 2:30 pm to 5:00 pm
Intermediate Negotiation Skills | Event Code: T3/04032014/BC/BC3792/2
 - (1) Role Play
 - (2) The Anatomy of the Negotiator
 - (3) Opening Strategies
 - (4) Middle Strategies
 - (5) Ending Strategies
 - (6) Strategies to Seal the Deal
 - (7) Dynamics that can Work in Your Favour
- 8 Apr 2014 (Tuesday) | 2:30 pm to 5:00 pm
Advanced Negotiation Skills | Event Code: T3/08042014/BC/BC3793/2
 - (1) Role Play
 - (2) Applying Personality Dynamics in Your Favour
 - (3) Handling "colourful negotiators":
 - (a) Negotiation Drives
 - (b) Questionable Motives
 - (c) Non-Malaysians
 - (d) Other Professionals
 - (e) Pressure Points
 - (f) Problematic Negotiator
 - (g) Angry Negotiator
 - (4) Laying Negotiation Traps
 - (5) Avoiding Negotiation Traps
- 8 May 2014 (Thursday) | 2:30 pm to 5:00 pm
Negotiation Skills for Leaders | Event Code: T3/08052014/BC/BC3794/2
 - (1) Role Play
 - (2) Traits of a Decision Maker
 - (3) Style of a Decision Maker
 - (4) Reaction Table and Decision Tree
 - (5) Blueprinting Your Decision
 - (6) Categorising Your Decision
 - (7) Creating a Resourceful Environment

About the Speaker

Amir Bahari was called to the Malaysian Bar in 1998. Amir is also a Syarie counsel in the Federal Territories and Selangor.

Currently Amir is a Partner in Messrs Bahari & Bahari focusing on the following practice areas: Islamic will writing and estate planning, estate administration, Syariah family matters, Hibah, conveyancing, and legal education.

Amir is also a certified Pembangunan Sumber Manusia Berhad ("PSMB") Trainer, member of the Malaysian Institute of Management ("MIM") and a Master Class Trainer under Billy Kueek International ("BKI"). To date, Amir has conducted 20 legal courses for various legal bodies — Bar Council, Johore Bar Committee, Kuala Lumpur Bar Committee, Pahang Bar Committee and Selangor Bar Committee — in the areas of Islamic will, Hibah, divorce, estate administration, and negotiation.

Organised by
Bar Council Continuing Professional Development Department



I would like to register for the event (all fields must be completed):

Name: _____

Email Add: _____

Member Pupil in Chambers Law Student
(Tick where applicable)

Membership No (for Members of the Bar only): _____

Name of Firm/Organisation: _____

Address: _____

Tel No: _____ Fax No: _____

Date: _____ Signature: _____

Payment options:

- (1) Direct deposit to Hong Leong Bank Berhad, No 9 Jalan Tun Tan Cheng Lock, 50000 Kuala Lumpur (Account: 283-00-00108-6; SWIFT code: HLBBMYKL);
- (2) Cheque or bank draft, payable to "Bar Council"; or
- (3) Cash payment, at the ground floor of the Bar Council Secretariat.

All payments must be made in advance of the event, and include all bank charges. Registration will be confirmed once proof of payment is provided by email or fax, and full payment is received.

Places are limited and registration is on a first-come, first-served basis.

Cancellations must be made in writing. There will be no refunds for cancellations made **less than three days before each seminar** but substitutions are allowed. The organiser reserves the right to modify, cancel or postpone the event(s), should circumstances arise that makes such action necessary, whereupon all registration fees paid will be refunded.

Points for the Continuing Professional Development ("CPD") Scheme will not be awarded to Members of the Bar who arrive more than 15 minutes late, are not present throughout the event, or leave before its scheduled end.

Please direct all correspondence (including completed registration forms and proof of payment) and enquiries to:

Mohd Fazli Rosman (03-2050 2105; cpd@malaysianbar.org.my); or
Vilashini Vijayan (03-2050 2095; cpd@malaysianbar.org.my)
Fax No: 03-2050 2112

** Please note that the parking lot beside the Bar Council building has been closed due to ongoing construction.*