



thinking differently

Limited Places.
Early Bird
rate ends
30th April

Core Solutions Group

William Ury Event

A unique opportunity to hear first-hand about key negotiation approaches for these challenging times

In Scotland, for one day only:
World leader in negotiation strategy

William Ury

Director of Harvard Global
Negotiation Initiative

co-author of the seminal 'Getting to Yes'



"William Ury is our best-read, most influential voice on human conflict." *J K Galbraith*

Core is delighted to welcome to Edinburgh this globally respected figure and adviser to presidents, corporations and governments, and to bring William Ury's renowned business thinking and negotiation strategies to Scotland. This is a unique opportunity to learn from his inspiring teaching in his only visit to the UK this year.

"He is one of a kind. An opportunity not to be missed"

Core at the Hub

Friday 19th June

0930 - 1600

The Hub, Castlehill, Edinburgh

World leader in negotiation strategy

William Ury

Director of Harvard Global
Negotiation Initiative



William Ury is the co-author of 'Getting to Yes', and the author of many other leading texts including 'The Third Side' and 'The Power of a Positive No'. A five million copy best-seller, it has been said of 'Getting to Yes' that "no other book in the field comes close to its impact on the way practitioners, teachers, researchers and the public approach negotiation."

What we'll learn:

- How to achieve Win Win solutions, and get to "Yes", even in a hostile climate
- How to build collaboration and co-operation in place of coercion and confrontation
- Strategies to employ in dealing with challenging times and difficult people within and outwith your business
- New ways of handling difficult negotiations - on a day-to-day basis as well as at the higher policy level
- How to deal with the demanding behaviour of powerful clients, bosses, partners, and peers without losing the deal or destroying the relationship
- New skills to prepare for a different future in a rapidly changing world

William Ury will demonstrate how an innovative negotiating strategy can help you to shift the perceived balance of power in business (and personal) relationships and confront pressure to say "yes" when "yes" is not in your best interest.

What they say:

- "William Ury is a true inspiration on the global scene. An encounter with him leaves one bursting with new ideas, better expertise and positive encouragement to bring them to fruition."
Michael Leathes, Executive Director of The International Mediation Institute
- "Ury's presentation style is compelling and his information is profound. It is obvious how he acquired his outstanding reputation in the field."
Joe Diab, Attorney/Mediator
- "I will be reaping the return on this investment for years to come."
JoePete Colombo, DuPont

Enjoy this opportunity to network with colleagues in business, organisations and the professions from a range of disciplines and backgrounds in the private and public sectors.

"This is quite simply the most significant event which we at Core have been privileged to host. At a time of serious business, economic, environmental and social uncertainty, to have someone of William Ury's standing coming to Scotland is a real opportunity for us all. I commend this event to you."

John Sturrock, founder and Chief Executive of Core

The Event

Core at the Hub

Friday 19th June

0930 - 1600

The Hub, Castlehill, Edinburgh

Event Fees

Early Bird and Group Rates (3 or 6 places) are available.

To qualify for the Early Bird rate please sign up and pay by 30th April. All Early Bird bookings will also receive one copy of 'Getting to Yes' or 'The Power of a Positive No.'

How to Register

To register for the conference please complete the attached form and post or fax along with payment to Core Solutions Group. Or register online at www.core-solutions.com

Cancellations

All cancellations must be made in writing. We regret that a refund for cancellations received after 20 May 2009 will not be possible, but we will welcome a substitute participant.

Accommodation

Special accommodation rates are available for those travelling from outside Scotland or who wish to enjoy a weekend in Edinburgh in June when the International Film Festival will be taking place. Please contact our colleagues at Andrew Burnet & Co Ltd who will be happy to assist you. Contact them on +44 (0) 131 200 6040/6030 or email fiona@andrewburnet.co.uk

Refreshments & Papers

Lunch, refreshments and papers are included in event fees.

Getting there

The Hub is a superbly located venue, on Castlehill, just down from the castle itself, within 15 minutes walk of Waverley Station. From the airport, it is a 30 minute taxi journey.

Parking

Car parking is available at Castle Terrace, just off Lothian Road, and a short walk from The Hub.

Core Conversation and Dinner - Evening of Thursday 18th June

We are also hosting a special Core Conversation and Dinner with Dr Ury as our guest. He will be in conversation with Core's founder, John Sturrock. This promises to be a special occasion and the latest in our successful series of dinners featuring significant guests from abroad.

The fee for this is £75 plus VAT. As part of our Early Bird package, you may register for dinner and the seminar at a reduced overall fee. Group rates are also available.

About William Ury

- Co-founded Harvard's Program on Negotiation.
- Co-founded, with former president Jimmy Carter, the International Negotiation Network, a non-governmental body seeking to end civil wars around the world.
- During the 1980s, helped the US and Soviet governments create nuclear crisis centres designed to avert an accidental nuclear war. In that capacity, served as a consultant to the Crisis Management Centre at the White House.
- In addition to the White House, has also been consulted by the US State Department, and a host of not-for-profit organisations.
- Negotiation adviser and mediator in conflicts ranging from corporate mergers to wildcat strikes in a Kentucky coal mine to ethnic wars in the Middle East, the Balkans, and the former Soviet Union.
- Most recently, has served as a third party in helping to end a civil war in Aceh, Indonesia, and helping to prevent one in Venezuela.
- Has taught negotiation to tens of thousands of corporate executives, labour leaders, diplomats, military officers, managers, government officials, teachers, lawyers, doctors, union officials, coal miners, UN peacekeepers, diplomats and others around the world.
- Has consulted for dozens of Fortune 500 companies at the highest levels, including Marriott International, Price Waterhouse Coopers, Ford Motor Company, First Data, Schering-Plough, Prudential Insurance, Pepsi Cola, Novellus, and AT&T.
- Helps organisations try to reach mutually profitable agreements with customers, suppliers, unions, and joint-venture partners.
- Is the co-founder of the e-Parliament, which offers the 25,000 members of congress and parliament around the world an Internet-based forum in which they can learn from one another about legislative solutions that work and together tackle global problems such as climate change, energy efficiency, and terrorism.
- Most recent project is the Abraham Path Initiative, which seeks to address the growing chasm between the world of Islam and the West by creating a permanent path of tourism and pilgrimage in the Middle East that retraces the footsteps of Abraham, the unifying figure of Judaism, Christianity, and Islam.

Limited Places.
Early Bird
rate ends
30th April

Core Solutions Group is Scotland's pre-eminent provider of high quality independent mediation and facilitation services to businesses, organisations and the professions in both the public and private sectors. We mediate throughout Scotland, England and Ireland and in other European countries.

Over the past several years Core has built up experience which is unparalleled in helping people to deal with difficult situations in a wide range of industries, projects and disciplines, involving individuals, teams, boards and companies and at managerial, executive and leadership levels.

"I wish we had known about Core before, but better late than never. We were very impressed with their service, and by the constructive and imaginative way in which we were able to resolve the matters we were working on. Not only was it great value, in terms of both time and money, but we are now free to focus on the needs of the business going forward."

For more details about our services, including our open and in-house mediation and other training courses, please contact Laura Rutherford: laura.rutherford@core-solutions.com or at the number or address below.

core

thinking differently

Core Solutions Group Limited
Rutland House, 19 Rutland Square, Edinburgh EH1 2BB

T +44(0)131 221 2520 F +44(0)131 221 2522

www.core-solutions.com

info@core-solutions.com

Registration Form



NAME:

FIRM/ORGANISATION:

ADDRESS:

POSTCODE:

EMAIL:

TEL:

MOBILE:

Early Bird Fees

Register and pay by 30th April 2009*

- Please register me for the Seminar on Friday 19th June at £575 + VAT
- Please register me for the Dinner on Thursday 18th June and Seminar on Friday 19th June at £642.50 + VAT

*Includes one copy of 'Getting to Yes' or 'The Power of a Positive No'

Please select one of the following:

- Getting to Yes
- The Power of a Positive No

Standard Fees

Available after 30th April 2009

- Please register me for the Seminar on Friday 19th June at £675 +VAT
- Please register me for the Dinner on Thursday 18th June and Seminar on Friday 19th June at £750 +VAT
- Please register me for the Dinner on Thursday 18th June at £75 +VAT

Group Fees

Register and pay by 30th April 2009*

- Please register 3 or more places for the Seminar on Friday 19th June at £535 + VAT each
- Please register 6 or more places for the Seminar on Friday 19th June at £475 +VAT each
- Please register 3 or more places for the Dinner on Thursday 18th June and Seminar on Friday 19th June at £602.50 +VAT each
- Please register 6 or more places for the Dinner on Thursday 18th June and Seminar on Friday 19th June at £542.50 +VAT each

Payment in full with registration. Upon receipt of payment we will send a receipted VAT invoice.

Please indicate method of payment

- Sterling cheque payable to Core Solutions Group Ltd
- BACS: Royal Bank of Scotland, 1 Durie Street, Leven, Fife, KY8 4EW

Account: 00241302 Sort Code: 83-24-24

IBAN: GB63RBOS83242400241302

Swift Code: RBOSGB2L