

**Session Title:** [Art of Negotiations](#)

**Date:** 16 April 2016

**Time:** 8.30 am to 10.00 am

**Duration:** 90 minutes

**Synopsis:** This will be an interactive training session focused on different styles and methods to achieve the most possible in any negotiation. Through the experiences of practiced negotiators, the session will focus on what works and what does not work in both zero-sum negotiations and more collaborative negotiations and how (or whether) strategies and tactics should be adjusted depending on the location or topic of the negotiation.

**Committee:** Cross Border Investment Committee

**Moderator:** José Cochingyan (Cochingyan & Peralta, Philippines)

**Speaker:** Joonki Yi (Bae, Kim & Lee LLC, Korea), Shi (Henry) Xinyue (Jun He, China), Augusto Vechio (Estudio Beccar Varela, Argentina), Dr Sebastian Kühl (Huth, Dietrich Hahn, Germany)