



A program taught
by Senior Fellow
Robert Bordone of
Harvard Law School

STRATEGIES AND SKILLS FOR DEALMAKING

LEARN TO MAKE THE RIGHT DEAL

March 18th 2020: 09.00 - 17.00

Read more and sign up at
www.juc.dk/DEAL

JUC

DEALMAKING LEAD BY



Robert Bordone

Senior Fellow at Harvard Law School and Founder of Harvard Negotiation & Mediation Clinical Program. He has served on the full-time faculty at Harvard Law School for more than twenty years, and is an internationally recognized expert, author, speaker, and teacher in negotiation, conflict resolution, mediation and facilitation.



Kyle Glover

Former Lecturer on Law at Harvard Law School and a lawyer at Pierce Atwood, LLP. He assists clients with matters related to the negotiation of technology and intellectual property transactions, the prosecution and protection of trademarks and compliance with data privacy and security requirements



UPGRADE YOUR SKILLS IN DEALMAKING

Now for the first time, Danish Dealmakers have the unique chance to get invaluable insights to improve their own negotiation skills. We focus on the secrets of closing the deal, from establishing the contact to long-term cooperation. The program will make you a better dealmaker and negotiator. You will gain important insights on the psychology behind successful deal making and no deal at all. You will also meet successful dealmakers with real-life examples on how to close a deal, while keeping your counterpart happy.

In this one-day session Robert Bordone joined by Kyle Glover will provide insights into commercial dealmaking. Put simply, you will receive world class learning drawing upon decades of research from the Program on Negotiation at Harvard Law School as well as from other leading negotiation research centers in the U.S. and

around the world.

In addition a panel of Danish Dealmakers will share their experiences on their insights of dealmaking.

In short: This program will upgrade your skills and help you close better, more sustainable deals.

Panel:

- Gregory Jones, Novo Nordisk
- Jens Løgstrup Poulsen, Navitas
- Jakob Kjærsgaard, JUC

The cost for the event is **7.995 DKK.**

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