

Workshop Thursday | June 6<sup>th</sup>, 2019 | 02:30 p.m. - 06:00 p.m.

**Rahim Shamji**  
*Founder & CEO, ADR-ODR International*



### ***Rethink the Matchmaking Strategy***

#### **Workshop Title:**

**“Negotiation! From bargaining over positions to interest based results (The Harvard Approach)!”**

#### **Content of the Workshop:**

Working with multiple business partners to realize exhibitions is common, something that makes our jobs exciting and challenging at the same time. Nowadays, changing ecosystems demand an even more active engagement with the outside world to understand competitive threats and sources of value. Everyone wants to participate in decisions that affect them using negotiation to deal with differences. In our face-to-face industry, disagreements are inevitable and negotiation skills an essential asset to maintain successful business relationships. This workshop will support participants to establish and apply ground rules for negotiations with business partners.

#### **CV of Rahim Shamji**

Rahim is a professional mediator, negotiator, barrister and trainer. He is the lead mediation trainer and Chief Executive at ADR-ODR International. His role includes training hundreds of delegates worldwide. Rahim’s approach to mediation is constantly improving and his understanding of the nuances of human behavior and conflict makes him an outstanding mediator. Aside from mediation Rahim is a practicing barrister and door tenant at Garden Court Chambers.

#### Training Experience

- Director of Training - BPP Law School (LPC & BPTC)
- Director of Education and Training - ADR Group
- Head of ADR Group Education and Training Faculty
- Founder and CEO of ADR ODR International Ltd - since 2016

#### Professional Experience

- Garden Court Chamber - Door Tenant
- President Elect - International Academy of Dispute Resolution (INADR)
- Mediator | Conciliator - National Conciliation Board, UK, Ismaili Community
- Designer and architect of all new mediation training programmes
- Judge and Mediator at the ICC Mediation competition, Paris
- Judge and trainer at INADR competitions, Chicago
- Harvard - Programme on Negotiation - Master class