



In association with:



Collaborative
Scotland

Master Class with William Ury: Getting to Yes with Yourself *Programme*

Monday 14 May 2018 | The Hub, Castlehill, Edinburgh

08.45 *Networking Breakfast for Registrants*

09.30 **Reflections on Getting to Yes with Yourself - William Ury**

11.00 *Break*

11.20 **Interactive session on key themes from Getting to Yes with Yourself**

12.30 *Lunch*

William Ury in conversation with John Sturrock:

Discussion on Brexit, the UK and Scotland

- 13.45
- Applying concepts of BATNA and WATNA and mutual interests to real life political issues
 - How to Get to Yes in the most complex political, institutional and personal situations

15.00 **Colombia as a Case Study:
How We Got to Yes - William Ury**

15.30 **Informal Question Session with William Ury**

16.00 *Close and Networking*