



In association with:



Collaborative  
Scotland

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

Monday 14 May 2018 | The Hub, Castlehill, Edinburgh

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08.45 *Networking Breakfast for Registrants*

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

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11.00 *Break*

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

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12.30 *Lunch*

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**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

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

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15.30 **Informal Question Session with William Ury**

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16.00 *Close and Networking*