

COURSE INFORMATION SHEET

DATE OF ISSUE: 01.12.25



MALTA UNIVERSITY CONSULTING

EFFECTIVE NEGOTIATION AND MEDIATION: STRATEGIES FOR SUCCESS

Days/Dates	May 2026: Monday 4 th , Tuesday 5 th , Wednesday 6 th , Thursday 7 th and Friday 8 th
Time	17:00 – 19:00
Number of Hours	10 hours
On-site or Online	Online via Zoom
Fee	€ 139
Deadline	27 th April 2026
Aims/ Objectives	A short course on how to improve your Negotiation skills and a foundation course introducing mediation skills
Who should attend	This course is for anyone who is involved in negotiation and is also keen and interested in becoming a mediator. This course is beneficial to everyone from employers/employees, customers/traders, sellers/buyers, trade unionists/shop stewards, business development officers, estate agents, members of voluntary organisations and any person who requires a negotiation mindset and needs to obtain / improve the negotiation skills.
Course content	The course also provides Participants with an introduction to the tools necessary for the conflict management and dispute resolution process in different areas of application. It provides them with a bird's eye view of the skills necessary in the relevant fields. Participants will be able to understand the notion of conflict, learn how to analyze conflict and form conflict management strategies. Participants will be introduced to the different methods of dispute resolution: negotiation, mediation, arbitration, and litigation. Through role-play, the Participants will appreciate how effective mediation can be for the disputants to deal with their differences and reach an agreement.
Course Outcomes	By the end of this course, students will be able to weigh between different alternatives, handle impasses and be creative in negotiating mutually acceptable agreements and able to resolve disputes.
Trainer/s Bio	Dr Mario Caruana LL.D., CEDR Accredited Mediator, is a lawyer by profession. His practice includes family, civil and commercial mediation. He is visiting lecturer at the University of Malta and lectures “The Law of Mediation” to Masters in Advocacy students and “Theory of Conflict Resolution” to M.A. in Mediation students. He is the founder of ADR (Malta) Centre, a firm providing alternative dispute resolution services (in particular mediation services). In collaboration with Malta University Consulting Limited, his Firm has designed a course for persons who wish to learn more about negotiation, conflict management and dispute resolution skills.
Certification	Upon successfully completing the course with 80% attendance , attendees will receive a Certificate of Attendance from Malta University Consulting Ltd.

For further information kindly contact Malta University Consulting Ltd, Campus Hub, Block ‘O’ Level 7, University of Malta, Msida.

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