

**NUS Youth Programme  
FUTURE SERIES****Summer/Winter Programme  
for Aspiring Youth Age 15 - 18**

# **NUS YOUTH PROGRAMME**

## **FUTURE SERIES DECEMBER 2025**

### **Negotiation in a Global World for Young Leaders**

#### **Course Overview**

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We negotiate all the time; be it at the international, community or individual level. In many situations, we deal with differences where it involves an exchange of ideas, or talk to people about issues that affect all parties or come to an agreement while avoiding argument or dispute. Learning essential negotiation skills helps one build stronger relationships with others, improves understanding on the concerns of all parties in a conflict and enhances your communication skills.

This five-day face-to-face course is carefully structured centered on ways to help young leaders to respond to difficult negotiation situations in a constructive manner and equip participants with useful life skills. The course teaches the principles of negotiation but more importantly, it goes deeper to understand how biases shape our interaction and behavior. Throughout the course, participants will learn about assumptions about interpersonal relationships, communication styles and how to improve your noticing, listening and questioning skills. It comprises five role-play based 3 hours lessons (including a 15 mins break) and a quiz on negotiation concepts at the end of the course.

By the end of the programme, participants will be able to:

- Learn and apply essential negotiation concepts in diverse contexts.
- Develop the interdisciplinary skills of negotiation and how to work towards mutually beneficial solutions.
- Discover and practice different negotiating perspectives.
- Understand the importance of preparing for a negotiation and learn how to plan to achieve a successful negotiation.
- Use noticing, listening and questioning skills.
- Develop ways to reframe issues in a negotiation.

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## **Negotiation in a Global World for Young Leaders**

### **Programme Date**

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16 - 20 December 2025

### **Who Should Attend**

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High school Grade 10 - 12 and pre-University students between 15 to 18 years old, who have an interest in enhancing their communication and negotiation skills. Applicants shall be born on and before 31 December 2010 to be eligible.

### **Prerequisites**

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There is no subject pre-requisites for this course. High school and pre-university students from Arts, Humanities, Business and STEM stream are all welcomed to apply.

Participants are expected to be able to communicate fluently in English, as the courses are conducted in English.

### **Hear from Our Past Participants**

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The knowledge shared in this program is undeniably helpful to me. I have admittedly broadened my horizon of know-how pertinent to language and negotiation skills thanks to your program. The instructor is honestly professional and friendly, making me enjoy the moments of negotiation. Thank you so much!

- Do Thi Vien Phuong, Vietnam (December 2021 course)



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# NUS YOUTH PROGRAMME FUTURE SERIES DECEMBER 2025 Negotiation in a Global World for Young Leaders

### Schedule

16 Dec 2025	Session 1	3 hrs	Thomas Kilmann Conflict mode
	Campus Tour	3 hrs	Explore NUS student life with our Student Ambassadors
17 Dec 2025	Session 2	3 hrs	Negotiation Fundamentals
	Afternoon	3 hrs	Self-facilitated study time
18 Dec 2025	Session 3	3 hrs	Principles of Collaborative Behaviours - 7 Elements
	Afternoon	3 hrs	Complimentary Industrial Learning Journey
19 Dec 2025	Session 4	3 hrs	Principles of Collaborative Behaviours - 7 Elements continued
	Afternoon	3 hrs	Self-facilitated study time
20 Dec 2025	Session 5	3 hrs	Group Negotiation

*\*Please note that the proposed programme timetable is subjected to changes with prior notice.*



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