

THE POWER OF PERSUASION: SECRETS OF SUCCESSFUL NEGOTIATORS

Join us for the Ciarb London Branch annual mediation seminar held in collaboration with IPOS Mediation. This evening seminar will focus on the skills needed to be a successful negotiator drawing on insights from Natalie Reynolds and Peter Marsden, expertly moderated by Jane Gunn.

Natalie Reynolds is a globally respected negotiation strategist and author of the bestselling book “We Have a Deal”. She has delivered advisory services on negotiation capability and psychology to Governments, the UN and corporates for the past 15 years.

Peter Marsden is CEO and Director of Programmes at Concordis International, a peace-building and mediation organisation. He’s experienced in mediation and dialogue facilitation across complex conflicts in many countries.

Together, their backgrounds combine corporate negotiation strategy with mediation, conflict resolution and peacebuilding experience. This session will blend high-stakes business negotiation insight with deeper, human-centred understanding of communication and relationship management.



When: Tuesday 13th January 2026

Registration: 6pm

Seminar: 6:30pm - 8:00pm

Followed by networking drinks



Where: Squire Patton Boggs

60 London Wall

London

EC2M 5TQ

THE SPEAKERS

NATALIE REYNOLDS



Natalie is a Negotiation Strategist who for the last 15 years has worked with Governments, the UN and over 300 of the world's largest corporations and most recognised brands to deliver advisory services on negotiation capability and psychology. Natalie draws on behavioural science to help unlock understanding and promote excellence and has been profiled in publications such as Forbes, the FT and the WSJ. She is the author of a bestselling book 'We have a Deal' and has a new book 'Intelligent Disagreement' coming out later in 2026.

PETER MARSDEN



Peter is Chief Executive of Concordis International, an international peace-building charity that works impartially with those involved in or affected by armed conflict. Peter left legal practice in 2007 and, after taking a Master's degree in International Development at the London School of Economics, served for three years as Director of the Foundation for Relief and Reconciliation in the Middle East in Iraq, Israel/Palestine and Lebanon. He has since devoted his career to mediating conflict, building dialogue, and designing and delivering peace-building programmes around the world. He is an experienced mediator and takes a hands-on role in engaging participants and stakeholders, including governments and opposition groups, bringing in those who might otherwise be excluded, facilitating inter-community dialogue and training peace-builders to turn conflict into sustainable pathways for peace. He currently works in Sudan, South Sudan, Central African Republic, Chad and Cameroon.

MODERATOR

JANE GUNN



Jane is an expert in the field of conflict resolution, a trained mediator and facilitator, known to her clients as "The Barefoot Mediator". Listed as a Global Leader in Who's Who Mediation and featured in Legal 500 Hall of Fame, she is the author of 3 popular books "How to Beat Bedlam In The Boardroom And Boredom In The Bedroom", "The Authority Guide To Conflict Resolution" and "The Mole and The Mountain". She has spoken at the United Nations, The White House and the European Commission. She is a Fellow of the Chartered Institute of Arbitrators, past Chair of the Board of Management of Ciarb and Ciarb President in 2022.

REGISTRATIONS

There will be no charge to attend this event, but prior registration is required.

Please register by contacting Elinor Pritchard – elinor@thevirtualpartnership.co.uk