

NEGINT[®]

NEGOTIATION INTELLIGENCE

Praxis Advisory, in partnership with **Negotiation Evolved**, is bringing you a unique and sophisticated public enrolment course on advanced negotiation, influence, and human dynamics.



**NEGOTIATION
EVOLVED**

What is the NEGINT[®] course?

A highly interactive and transformative program to help you understand, solve, and prevent problems that involve people, irrespective of context. Initially developed for intelligence analysis and decision making in complex, dynamic, and high stakes environments, the **NEGINT[®]** framework provides a paradigm shift for how to approach negotiation and influence.

When and where:

Canberra

21-23 Oct 2025

The Boat House

Registration closes 1 Oct 2025

Sydney

10-12 Nov 2025

HC Coombs Centre Kirribilli

Registration closes 8 Oct 2025

Fee:

\$3600 + GST

Registration and enquiries:

NEGINT@praxad.com.au

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Who should attend?

The NEGINT[®] program is for anyone who seeks to navigate or influence the dynamics of human interaction. The insights are relevant in a wide array of contexts, from geopolitical crises; to hostage negotiation with terrorists; maximising value in commercial deals; strengthening professional relationships; and improving communication with loved ones.

How will I learn?

- Interactive mini-presentations and discussions supported by real-time drawing to illustrate concepts.
- Every concept explained using real-world examples.
- Participants will negotiate a range of scenarios with increasing complexity, from ad-hoc preparation to structured preparation; from individual to team and multi-party negotiations; and from straightforward deals to emotionally charged disputes and geopolitical crises.

Course schedule:



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Presenter BIO:

The NEGINT® program draws on Praxis Advisory's collective experience in negotiation, diplomacy, national security, and federal government work. You can view their BIOs at www.praxad.com.au .

Your primary facilitator for this program will be **Filip Hron**. Filip is an expert on human dynamics and decision science in complex environments. He has worked as a negotiator for almost two decades, and maintains multiple accreditations in law enforcement hostage negotiation. He has advised on negotiations in 44 countries, and delivered 450 programs for 15,000 participants. These programs were delivered for top-tier academic institutions, e.g. **INSEAD** and **Indian School of Business**; for institutes, e.g. **Royal Institute for Governance and Strategic Studies** in Bhutan; for law enforcement academies, e.g. India's **National Police Academy**; for several schools and units within **Australia's Department of Defence**; and for countless commercial clients in the private and public sector. Additionally, Filip has himself attended 100 of the available programs on negotiation and hostage negotiation. Filip has published the book *Negotiation Evolved*, and is now researching two books on crisis negotiation.