

## What is the NEGINT<sup>®</sup> course?

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

A highly interactive and transformative program to help you understand, solve, and prevent problems that involve people, irrespective of context. Developed for decision making in complex, dynamic, and high stakes environments, the **NEGINT<sup>®</sup>** framework provides a paradigm shift for how to approach negotiation and influence. The insights apply equally to commercial organisations and government agencies.

## When and where:

### Sydney

**31 Aug – 2 Sep 2026**

HC Coombs, Kirribilli

Registration closes 29 Jul 2026

### Sydney

**17-19 Mar 2027**

HC Coombs, Kirribilli

Registration closes 15 Feb 2027

### Sydney

**16-18 Jun 2027**

HC Coombs, Kirribilli

Registration closes 17 May 2027

### Sydney

**13-15 Sep 2027**

HC Coombs, Kirribilli

Registration closes 12 Aug 2027

**Fee:** \$3600 + GST

**Registration and enquiries:**

[NEGINT@praxad.com.au](mailto:NEGINT@praxad.com.au)

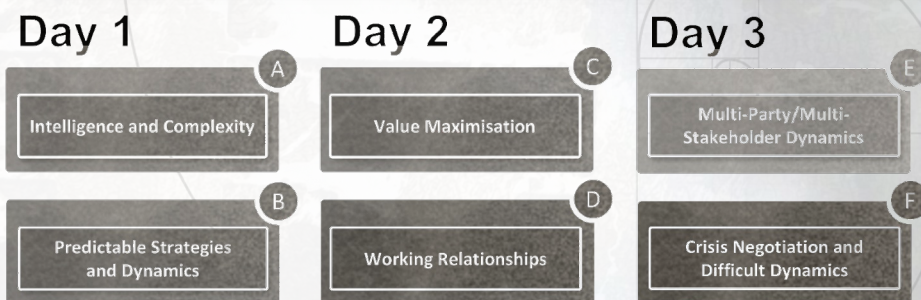
## Who should attend?

The NEGINT<sup>®</sup> 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:



**NEGINT®**  
NEGOTIATION INTELLIGENCE

**Praxis  
Advisory**

Sydney | Melbourne | Canberra

**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](http://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 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 sectors. Additionally, Filip has himself attended over 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.

