



Machiavelli's Workshop Pty Ltd  
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## PRESS RELEASE

### **Australian National University (ANU) Adopts Innovative Negotiation Simulation To Deliver Practical Legal Training**

#### ***ANU's Legal Workshop uses Machiavelli's Workshop to improve learning outcomes for law students***

Melbourne, 08 February 2005 – **Machiavelli's Workshop** today announced that the Australian National University (ANU) had selected Machiavelli's Workshop to deliver practical negotiation and strategic thinking simulations in a number of its core subjects. Machiavelli's Workshop's online simulation software ([www.machiavellisworkshop.com](http://www.machiavellisworkshop.com)) will be used by the post graduate law students to simulate legal matters so that students can develop skills in negotiation, client management, and client communications. The software will provide students and lecturers with qualitative and quantitative performance measurement tools in a range of core curriculum subjects including Employment and Industrial Law, Skills for Practice and Commercial Practice.

"After an extended trial in the Employment and Industrial Relations subject, we are pleased to see the ANU Legal Workshop extend the system to several key subjects for the 2005 curriculum" said Scott Chamberlain, Managing Director of **Machiavelli's Workshop**. "The trial was very successful, with students endorsing the software as a practical and engaging way to develop their legal skills in an online environment."

Gary Tamsitt, Director of ANU's Legal Workshop (<http://law.anu.edu.au/legalworkshop>) was "...delighted to have the opportunity to deliver online practical legal training to students in a way that captured their imagination and genuinely tested their skills". He went on to say that the decision was part of a broader strategy as a leading Australian practical legal training institution. "We train more than 400 law graduates from all over Australia each year for admission into the profession. We can only do that by constantly upgrading our tools for online delivery of our training and were excited about the prospects offered by Machiavelli's Workshop's software."

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#### **About Machiavelli's Workshop**

**Machiavelli's Workshop** provides online negotiation and strategy simulations that allow users to safely practice negotiating against real people in real life scenarios. Corporations and academic institutions use Machiavelli's Workshop to reduce the cost and boost the quality of management training. Key benefits are the continuous learning opportunity (practice) and clear objective performance measurement and reporting. Typical uses include developing skills in sales teams, procurement departments, legal practitioners, general management and executive development programs.

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