

Gain The Edge!® Negotiation Strategies For Lawyers

Friday, December 13, 2019 | 9:00 a.m. – 4:30 p.m.
Convene Conference Center | 810 Seventh Avenue | NYC

Program Agenda

8:30 a.m. – 9:00 a.m.	Registration
9:00 a.m. – 9:10 a.m.	Introduction – The “Car Negotiation Story”
9:10 a.m. – 10:25 a.m.	Discuss Latz’s Golden Rules of Negotiation <ul style="list-style-type: none">• Setting aggressive – yet realistic – goals• Information is power – so get it!• Increasing leverage by strengthening your alternatives <p>(1.5 MCLE Credits in Skills)</p>
10:25 a.m. – 10:40 a.m.	Refreshment Break
10:40 a.m. – 11:05 a.m.	Negotiation Ethics – Part I , including discussion of Stalking Horse Scenario <ul style="list-style-type: none">• Morality – is it right or wrong?• Ethics or Legality – does it cross the legal or ethical line?• Effectiveness – does it work? <p>(0.5 MCLE Credit in Ethics)</p>
11:05 a.m. – 11:55 a.m.	Discuss Negotiation Strategies <ul style="list-style-type: none">• Using objective criteria with “tough negotiators”• Using timing to your advantage <p>(1.0 MCLE Credit in Skills)</p>
11:55 a.m. – 1:00 p.m.	Lunch (on your own)
1:00 p.m. – 1:25 p.m.	Discuss Negotiation Strategies <ul style="list-style-type: none">• Designing offer-concession strategies• Controlling the agenda <p>(0.5 MCLE Credit in Skills)</p>
1:25 p.m. – 1:50 p.m.	Prepare to Negotiate Simulation <ul style="list-style-type: none">• Learning information-gathering techniques• Analyzing interests vs. positions• Creatively generating options <p>(0.5 MCLE Credit in Skills)</p>

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1:50 p.m. – 2:40 p.m.	Negotiation Simulation (1.0 MCLE Credit in Skills)
2:40 p.m. – 3:05 p.m.	Analyze Negotiation Simulation <ul style="list-style-type: none">• Evaluating lessons learned – what worked and what didn't (0.5 MCLE Credit in Skills)
3:05 p.m. – 3:10 p.m.	Refreshment Break
3:10 p.m. – 4:00 p.m.	Discuss Negotiation Strategies <ul style="list-style-type: none">• Problem-Solving vs Competitive Strategies• Impasse-Breaking Strategies• Countering “Negotiation Games” (1.0 MCLE Credit in Skills)
4:00 p.m. – 4:30 p.m.	Negotiation Ethics – Part II , including discussion of The “False Promise” Scenario <ul style="list-style-type: none">• Morality – is it right or wrong?• Ethics or Legality – does it cross the legal or ethical line?• Effectiveness – does it work? (0.5 MCLE Credit in Ethics)
4:30 p.m.	Adjournment

7.0 MCLE Credits – 6.0 Skills, 1.0 Ethics