

The Art and Practice of Negotiation  
Friday, December 9, 2011  
9:00 a.m. – 4:45 p.m.  
Harrah's  
6 Hours CLE including 1 Ethics Credit

The Art and Practice of Negotiation is an interactive course that includes film clips, class discussion and participation in a negotiation simulation.

Topics include:

Preparation

- Communication Skills
- Analysis for Success with Anchoring, Zones of Possible Agreement, Reframing the Question
- Decision Trees and Game Trees

Strategies and Tactics

- Ethics of Strategy and Tactics
- Strategy and Tactics
- Closing the Deal, Offers of Judgment, Good Faith Settlements, Cuban Missile Crisis analysis (if time permits)

Presented by: Cynthia “Rusty” Hoover, Esq. and Mark Lenz, Esq.