

# The Complete Legal Negotiator

Highlights include:

- ◆ Powerful methods for developing negotiation skills
- ◆ Examples of negotiation skills to deliberately and reflectively practice
- ◆ Strategies for resolving conflicts
- ◆ Negotiating patterns of experienced lawyers

Click here to  
register online!

Thursday, December 4, 2008  
8:45 a.m.–4:15 p.m.

Oregon State Bar Center  
Tigard, Oregon

6.5 General CLE or Practical Skills credits



# The Complete Legal Negotiator

# Video Replays

**Thursday, December 4, 2008**

6.5 General CLE or Practical Skills credits

Oregon State Bar Center  
16037 S.W. Upper Boones Ferry Rd.  
Tigard, Oregon

**L**AWYERS ARE NOT LITIGATORS. LAWYERS ARE NEGOTIATORS. Even those few who specialize in litigation generally settle more cases than they take to trial. The practice of law has evolved to a point where negotiated or mediated outcomes are the most obvious measure of your value to your clients.

This seminar includes video presentations of spontaneous, unscripted negotiations, broken down so that you can watch the strategies unfold and the tactics come together (or fall apart). Learn how things that may be visible to outside observers may be very difficult to see when you are in the negotiation hot seat. Also learn to recognize the signs of weakness in obnoxious opponents, how to thwart their tactics, help them overcome their weaknesses, and, in so doing, strengthen your position. Using voluntary exercises you will realize, "Oh, that's how or why that works!?"

A day with Mr. Williams is an invaluable opportunity for anyone who wants to become a better negotiator.

Register by using this form or calling the OSB CLE Service Center at (503) 431-6413, or toll-free in Oregon at 1-800-452-8260, ext. 413. For a full listing of OSB CLE seminars, please visit [www.osbarcle.org](http://www.osbarcle.org).

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- ◆ **Astoria**  
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1139 Exchange St.
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Miller Nash LLP  
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**Friday, February 6**  
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**Friday, February 13**  
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- ◆ **Grants Pass**  
**Thursday, February 5**  
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Room 222  
N.W. 6th and "C" Streets
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**Friday, February 6**  
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216 Columbia
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Boivin Uerlings & Dilaconi PC  
803 Main St., Suite 201
- ◆ **LaGrande**  
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1902 Fourth St.
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**Friday, February 13**  
Frohnmayr Deatherage  
2592 E. Barnett Road
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Macpherson Gintner & Diaz  
423 North Coast Highway
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888 W. Evergreen
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Law Library, Room 319  
1036 S.E. Douglas
- ◆ **Salem**  
**Friday, February 6**  
The Vandermay Law Firm  
Capitol Center Building  
388 State St., Suite 340
- ◆ **Tigard**  
**Wednesday, February 18**  
Oregon State Bar Center  
16037 S.W. Upper Boones Ferry Rd.
- ◆ **Vale**  
**Friday, February 6**  
Butler & Looney PC  
292 Main St. S.

# The Complete Legal Negotiator—Thursday, December 4, 2008

8:00 Registration

8:45 How to Develop as a Negotiator Short- and Long-Term

- ◆ Know how to evaluate a case
- ◆ Involve your client in evaluating the case
- ◆ Learn the two most powerful methods for developing negotiation skills

## Pre-Negotiation—What the Best Negotiators Do Before they Negotiate

- ◆ Preparation and evaluation
- ◆ Deciding upon negotiating objectives
- ◆ Deciding upon and implementing a negotiating strategy

## Characteristics of Conflicts That Come to the Attention of Lawyers

- ◆ How such conflicts arise
- ◆ The dangers they present
- ◆ Methods for resolving them
- ◆ The nature of the lawyer-client relationship

## Negotiation as a Ritual Process

- ◆ A necessary means to an end
- ◆ It unfolds in predictable stages
- ◆ If you do it right, something “sacred” may happen
- ◆ Three kinds of negotiated outcomes
- ◆ Five stages the client must pass through to achieve resolution
- ◆ Six qualities of true professionals

10:15 Break

10:30 Negotiating Patterns of Experienced Lawyers

- ◆ Cooperative and aggressive
- ◆ Effective and ineffective negotiators
- ◆ Healer and warrior

12:00 Lunch (on your own)

Brown bag lunches are welcome at the OSB Center.

1:00 Complete Business Negotiation Case

## Gaining Personal Experience with Cooperative and Aggressive Patterns

2:30 Break

2:45 Tit-for-Tat in Theory and Practice

## Recognizing and Resolving Two Major Difficulties

- ◆ Cooperative negotiator vs. aggressive negotiator
- ◆ Aggressive negotiator vs. another aggressive negotiator

## Deliberate Practice Against a Persistently Combative Opponent

- ◆ Strategy review of a master negotiator against this opponent
- ◆ Characteristics of an aggressive ineffective negotiator who refuses to be influenced
- ◆ Proposing responses to a persistently combative opponent

4:15 Adjourn

## Your presenter, Gerald R. Williams

Mr. Williams's career is distinguished by more than 30 years of continuous research on the negotiation styles and patterns of lawyers. He is recognized internationally as a dynamic and engaging lecturer with unparalleled knowledge and a highly rated teaching style. Mr. Williams is a former member of the Editorial Policy Committee of the *Negotiation Journal* and the ABA's prestigious Standing Committee on Dispute Resolution. He is an active consultant to law firms and corporations and has lectured to thousands of professionals. He also is the Marion G. Romney Professor of Law Emeritus at Brigham Young University's J. Ruben Clark Law School. In addition to writing numerous articles on this subject, his textbook, *Legal Negotiation and Settlement* (West, 1983), has been adopted by more than 150 law schools in the U.S., United Kingdom, Germany, and Australia. His monograph, "Negotiation as a Healing Process" (P.E.G., 1998), is a reprint of the award-winning article by that title that appeared in the *Journal of Dispute Resolution* in 1996. This presentation is copyrighted by the Professional Education Group, Inc. and Gerald R. Williams.

## OSB CLE Seminars Planner:

- ◆ Kes Joerg, [kjoerg@osbar.org](mailto:kjoerg@osbar.org), (503) 431-6326

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(Please see video replay schedule on previous page.)

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**CANCELLATIONS:** Cancellation requests must be received at least 48 hours prior to the start of the seminar to qualify for a refund. Requests are accepted via phone, fax, or mail; please see “Three Ways to Register” for contact information. All cancellations are subject to a \$20 cancellation fee.

**TUITION ASSISTANCE:** Tuition assistance is available on the basis of financial need. Fax a request stating your financial situation to 503-968-4456 no later than one week before the seminar.

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