

# Breakthrough Negotiation Techniques

*Learn to master every stage of the negotiation process*

## Why attend?

Over the past twenty years, hundreds of attorneys have attended Dean Joseph Harbaugh's negotiation workshop for lawyers, and in turn they have enthusiastically recommended it to others. In one day, you learn effective negotiation skills and techniques by observing experts in simulated bargaining, by critical analysis of tactics and techniques, and by participating in a realistic simulated negotiation. In the morning and early afternoon sessions, Dean Harbaugh discusses the theory and tactics of bargaining, as well as a comparison of adversarial strategies with problem-solving strategies. The discussion focuses on a simulated negotiation excerpted from the videotape "Basics of Negotiation." The taped negotiation demonstrates effective (and sometimes purposely ineffective) bargaining techniques. Questions of ethical conduct and professional responsibility that arise in the negotiation process are also examined.

In the afternoon session, the participants are paired to engage in a simulated "buy/sell" negotiation. Dean Harbaugh circulates among the registrants to observe and assist in the negotiations. Following the negotiation, Dean Harbaugh leads a discussion and critical review of the exercise that includes an analysis of the group outcomes based on those obtained by thousands of lawyers who have completed this problem.

Whether your practice is corporate, litigation, or commercial, if you are not an experienced negotiator or feel that your skills are "rusty," this is the program for you!

## You will learn...

- ▶ What successful negotiators do at every stage of the negotiation process
- ▶ When (if ever) to put your best offer on the table
- ▶ When to use (or not use) "bluffs," "threats," "promises," and other bargaining tactics, and how to execute them effectively
- ▶ How to control the agenda, support your positions, and probe for information
- ▶ How to separate "blue chips" from "bargaining chips," and use each to the greatest advantage
- ▶ How to reach a creative problem-solving solution
- ▶ How to deal with ethics and professionalism issues
- ▶ "Ask the Expert" Q&A Session



## Instructor

Joseph Harbaugh is Professor of Law and Dean Emeritus of Nova Southeastern University, Shepard Broad Law Center, and the former Dean of the University of Richmond School of Law. He is considered one of the foremost authorities on legal negotiation in the United States, training lawyers in leading law firms and corporations nationwide. Among these are Coca-Cola; FDIC; Foley & Lardner; Choate, Hall & Stewart; Goodwin Procter LLP; Kilpatrick & Cody; King & Spalding;

Federal Reserve Bank; and Pacific Bell. His coauthored text—*Interviewing, Counseling, and Negotiation: Skills for Effective Representation* (Aspen Publishing Co. 1990)—has been adopted in dozens of law schools and used by thousands of lawyers.

## BOSTON

9 a.m. – 5 p.m., Thursday,  
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Program No. 2090164P01

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