



Resolute Systems, LLC

Best Practices: Negotiating More Effectively and Successfully

True experts and legends in the field of dispute resolution teach this highly interactive, practical and skill-based 1.5-day session. Participants will learn:



- Negotiation as a process capable of being mastered
- What kind of negotiator are you and are you successful
- Negotiation styles and the value of knowing all of them
- Can you really separate the personalities from the process
- Exploring underlying interests and how they impact positions
- Is Getting to Yes something to live by or is it pure fantasy - the ten attributes of a great negotiator
- Negotiation strategies that work and those that are doomed to fail
- Is there any rational explanation for irrational opening demands - how to respond to irrational opening demands
- is it possible to make a credible opening demand and what constitutes credible
- Can you skip "the dance" or is it sometimes necessary -the mediator as the traffic cop of negotiations -using a mediator as a negotiation sounding board and stalking horse -impasse breaking techniques both old a new
- Mediator's proposals, bracketing, what if and a host of negotiation maneuvers -should a defendant ever make the opening offer?
- Mediation jeopardy and other fun negotiation games
- Midpoint madness
- Endgame throw ins to seal the deal

For more information, please contact Michael E. Weinzierl at mweinzierl@resolutesystem.com or 800-776-6060, x125



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MEDIATION, ARBITRATION & ADR CONSULTING

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