



New program in 2016!

In-person or Webcast



Effective Legal Negotiation & Settlement

with Charles Craver

Tuesday, March 8, 2016

Live in-person

1:00 pm – 4:00 pm (Eastern)

Global Knowledge Training Centre
2 Bloor St. E., 31st Floor • Toronto

Live webcast on your computer

*with free 30 day replay**

10:00 am – 1:00 pm (Pacific)

11:00 am – 2:00 pm (Mountain)

12:00 pm – 3:00 pm (Central)

1:00 pm – 4:00 pm (Eastern)

2:00 pm – 5:00 pm (Atlantic)

This webcast allows for live interaction between attendees and the presenter, including the ability to ask questions by web chat, and receive live answers by video. SK attendees please verify whether you align with Central (MB) or Mountain (AB) time based on season and location.

Who Should Attend

This fast-paced, highly practical program will entertain and benefit all lawyers, regardless of practice area.

About the Program

Join us for one of the most practical and useful programs you'll ever attend! North America's leading expert in negotiations and settlement will teach you how to reduce stress and conflict, obtain better settlement results, and have more satisfied clients. The ability to negotiate effectively is one of the most important skills a lawyer can develop. Every day you negotiate on behalf of your clients, your firm or yourself. Every file you open, regardless of your practice area, will require you to negotiate key issues before you can conclude the matter successfully. You can learn to be a better negotiator! It's all about confidence. Understanding the negotiation process reduces the fear of the unknown – it alleviates the stress of not knowing how to respond to a difficult opponent and makes it easier to deal with threats and demands. After just three hours with Charles Craver, you'll have new negotiating techniques in your toolkit, and know how to deal with even the worst attacking adversary, and retain control of the process. A half hour ethics session addresses real-world situations you're sure to face. Register early to guarantee your seat!

Course Schedule (Eastern)

1:00 - 2:30

Negotiator styles and the impact on negotiations

Verbal and nonverbal communications

The six stages of the bargaining process

- Preparation
- Preliminary phase
- Information phase
- Competitive (distributive) phase
- Closing phase
- Cooperative (integrative) phase

2:45 - 4:00

Negotiation games and techniques

- Limited authority
- Real or feigned anger
- Aggressive behaviour
- False demands
- Boulwareism
- Use of symmetrical time pressure
- Mutt & Jeff
- Belly-up
- Passive-aggressive

Telephone and e-mail interactions

Ethics in negotiation

Praise for Professor Charles Craver:

- “Professor Craver provides an excellent example of effective and ethical negotiating. He makes negotiation an appealing experience and is a joy to listen to.”
- “This isn’t for litigators only. The information and skills I learned carry over into every area I practice in as corporate counsel.”
- “I’d recommend this seminar to everyone...An excellent guide to obtaining your negotiating goals.”
- “As an experienced litigation manager, it was fascinating to compare his insight with my approaches and find myriad practical techniques to apply. Time flew by.”
- “This seminar took the mystery and fear out of negotiating and made it an analytical process. Fantastic!”

About the Presenter



Charles B. Craver is one of North America’s most popular CLE lecturers. He is a member of the American Law Institute and the Freda Alverson Professor of Law at the George Washington University Law School where he teaches two different courses on legal negotiating. Professor Craver has taught negotiation skills to over 95,000 lawyers and professionals throughout the US, Canada, Mexico, Puerto Rico, Austria, England, Germany, Turkey, and China. He is the author of leading negotiation texts, *Effective Legal Negotiation and Settlement* (8th ed. 2016), *The Intelligent Negotiator* (2002), *The Art of Negotiation in the Business World* (2014), *Skills & Values: Legal Negotiating* (3rd ed. 2016) and coauthor of *Legal Negotiating* (2007) and *Alternative Dispute Resolution: The Advocate’s Perspective* (5th ed. 2016).



ON: This program is eligible for up to 3.0 CPD hours, including 0.5 Professionalism hours.

BC: This program has been approved for 3.0 CPD hours, including 0.5 hours of professional responsibility and ethics, client care and relations, and/or practice management. **NB:** This program has been approved for 3.0 CPD hours.

SK: This program has been approved for 3.0 CPD hours, 0.5 hours of which qualifies as ethics.

Lawyers in other mandatory CPD jurisdictions may count their attendance towards their CPD requirement/plan. Seminar Partners is an Accredited Provider of Professionalism Content by the Law Society of Upper Canada, and a pre-approved CPD Provider of the Law Society of British Columbia.

✓ **Yes, I want to attend Effective Legal Negotiation and Settlement, with Charles Craver**

Choose your learning format: **Live in-person** **OR** **Live webcast with replay***

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* Materials will be distributed electronically in advance. Live webcast includes free video replay for up to 30 days after the program. Replay link will be made available 2 to 3 working days after the program. Webcasts cannot replicate the quality or rich interaction of in-person attendance.

REGISTRATION FEE (with ON HST*):

On or before February 5, 2016: \$350.00 + \$45.50 (13%) HST* = \$395.50 - Save \$40.00!

After February 5, 2016: \$390.00 + \$50.70 (13%) HST* = \$440.70

**If paying by cheque, adjust tax for attendee’s province as follows: 5% in AB, BC, MB, NWT, NU, SK, YK. 13% in NB, NL, ON. 14% in PEI. 15% in NS.*

Register online: <http://seminarpartners.ca/register-for-courses/>

Register by mail, fax or phone: Return this form with payment to Jennifer Snoyer, Finance and Communications Coordinator, Seminar Partners, 110 Eglinton Ave. W., Suite 303A, Toronto, ON M4R 1A3 Tel. 1.866.606.4212 or 647.352.8633 Fax 647.352.8533. Email: jennifer@seminarpartners.ca. Registration fee is refundable less \$50 admin fee if written cancellation received 10 working days before the program. No refunds will be made after the cancellation date. Program content, speakers and location may change without notice. See our website for all policies. In the event of program cancellation, our liability is limited to refund of registration fees. GST/HST #848208492

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