



*Anyone can be a  
great negotiator!  
Learn how!*



# What Makes a Great Negotiator?

*with noted legal negotiation expert  
Professor Charles Craver*

**Wednesday, November 14, 2018**

**Live webinar with chat**

*includes 30 day replay\**

9:00 am – 10:30 am (Pacific)

10:00 am – 11:30 am (Mountain)

11:00 am – 12:30 pm (Central)

12:00 pm – 1:30 pm (Eastern)

1:00 pm – 2:30 pm (Atlantic)

\*This program features real-time audio of the presenter with synchronized presentation slides, and a chat feature that allows for live Q & A. SK attendees please verify whether you align with Central (MB) or Mountain (AB) time based on season and location.

## WHO SHOULD ATTEND

This program will benefit all lawyers who want to learn the secrets to achieving better negotiation outcomes in both simple and complex situations.

## ABOUT THE PROGRAM

Ever wonder why some lawyers are more adept at negotiating better outcomes for their clients? Research suggests there is no correlation between abstract intelligence, gender, or race when it comes to negotiating. At the same time, lawyers who always seem to leave the table ahead often have no formal training in negotiation skills. So what's the secret?

This program brings together a lifetime of learning by internationally-known legal negotiation expert Professor Charles Craver, as he reveals the factors that do (and don't) influence bargaining outcomes. You'll learn the three negotiating styles and which is most effective, the six stages of negotiations and importance of each, and the distinct qualities of successful negotiators.

Whether you're a novice or veteran practitioner, and your practice is civil or criminal, or transactional or litigation based, you'll leave this session with a clearer understanding of the key traits that most affect negotiation success, and the skills you need to be a more confident and effective deal maker. Adding just one new tactic from Professor Craver could be the difference between winning and walking away empty-handed.

## SCHEDULE (Eastern)

**12:00 pm - 1:30 pm**

**Introduction**

**The traits that make a great negotiator**

**Negotiation styles and stages**

**The secrets of success behind various  
negotiation methods**

**Tips and techniques to improve your own  
approach to negotiation**

**Program Wrap-up and Evaluation**

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## Praise for Professor Charles Craver:

- “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 litigator, 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.”



**BC:** This program has been approved for 1.5 CPD hours.

**ON:** This program contains 1.5 Substantive hours.

**SK & NB:** CPD application is pending.

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.

## Meet Your 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 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)*. He is a member of the American Law Institute, the National Academy of Arbitrators, the American Arbitration Association, the Association for Conflict Resolution, and many other groups.

✓ **Yes, I want to attend What Makes a Great Negotiator? with Charles Craver**

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\* Materials will be distributed electronically in advance. Live webinars feature real-time audio of the presenter with synchronized presentation slides, and a chat feature that allows for live questions and verbal responses by the presenter. The recording of the webinar is available for 30 days.

**REGISTRATION FEE (with ON HST\*):**

**On or before October 12, 2018: \$140.00 + \$18.20 (13%) HST\* = \$158.20 - Save \$25.00!**

After October 12, 2018: \$165.00 + \$21.45 (13%) HST\* = \$186.45

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

**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, 2300 Yonge Street, Suite 1600, Toronto, ON M4P 1E4 Tel. 1.866.606.4212 or 647.352.8633 Fax 416.549.1619. Email: [jennifer@seminarpartners.ca](mailto: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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