



Oregon Law Institute
of Lewis & Clark Law School



Our special guest speaker
and negotiation expert
NINA MEIERDING will
teach you the secrets of
strategic negotiation!

The Strategic Negotiator

How to use competitive and
collaborative techniques to:

- Achieve better results for your clients
- Recognize and respond to negotiation tactics
- Break negotiation deadlocks
- Create durable agreements
- Reduce conflict and stress

FRIDAY, FEBRUARY 24, 2012

Oregon Convention Center
777 NE Martin Luther King Jr. Blvd.
Portland, Oregon

6.5 General MCLE Credits

SCHEDULE

8:30 a.m. LATE REGISTRATION AND DISTRIBUTION OF MATERIALS

9:00–10:30

Understanding the Negotiation Process— And Why the Process Matters

Nina Meierding begins the seminar with an overview of the negotiation process, including:

- Why intuitive skills are not enough—how to prepare for the process of negotiation as well as the substance of the negotiation
- Discussion and illustration of competitive and collaborative negotiation styles
- Explanation of Axelrod’s theory of avoiding exploitation
- The process of competitive negotiation and the predictability of the “distributive dance”
- Questions and answers

10:30–10:45 BREAK

10:45–12:15

Developing Your Negotiation Strategy and Skills—You Can Learn to Be a Better Negotiator

This session focuses on how competitive negotiations typically play out and how you can improve your negotiation skills. Discussion topics will include:

- The “distributive dance” in practice
- The art and science of the opening offer
- Recognizing and responding to negotiation tactics; including extreme opening offers, stonewalling, and more
- Questions and answers

12:15–1:15 LUNCH (on your own)

1:15–2:45

Collaborative Negotiation— How to Create Value in Negotiation

This session introduces the concept of collaborative negotiation and explores how it can lead to even better agreements for your clients and better relationships between the parties. Discussion topics will include:

- The four steps of integrative bargaining
- Developing effective listening and questioning skills
- Determining issues v. interests
- Creating value in negotiation
- Questions and answers

2:45–3:00 BREAK

SCHEDULE (cont.)

3:00–4:30

Breaking Deadlocks and Creating Durable Agreements—To Reach an Agreement, You Have to Get Creative

The final session will focus on:

- Resolving impasse, breaking deadlocks, and reviving stalled negotiations
- Causes of resistance to settlement and discuss customized techniques to overcome the different sources of impasse
- Elements of durable agreements and how to create them
- Questions and answers

4:30 p.m. ADJOURN

Special Guest Speaker: Nina Meierding, M.S., J.D.

Nina Meierding is an expert in negotiation and has taught thousands of lawyers worldwide how to be better negotiators. In 1986, she transitioned from a civil litigation practice and was the Director and Senior Mediator at the Mediation Center in Ventura, California until 2007 during which time she mediated over 4,000 disputes. She has been an adjunct professor at Pepperdine University School of Law for



over 15 years and Southern Methodist University for over 12 years and has taught communication, mediation, and culture seminars in England, Ireland, Sweden, Scotland, India, the Netherlands, Canada, and throughout the U.S. Nina has served as the President of the Academy of Family Mediators (AFM) and on the board of directors of the Association for Conflict Resolution (ACR). Nina is the recipient of ACR's 2005 John Haynes Award for distinguished service to the field of dispute resolution.

**To be a good lawyer
is to be a good negotiator.
To be a good negotiator is to be a
Strategic Negotiator.**

The strategic negotiator has the flexibility to shift between competitive and cooperative approaches depending on the circumstances of the case. This course will focus on practical strategies to create durable settlements; including understanding the value of timing and customized moves in competitive negotiations, the importance of the opening offer (and how it is made), and specific techniques to avoid impasse (and move through it when it happens).

The Strategic Negotiator is one who understands the negotiation process, and nobody teaches it better than NINA MEIERDING.

Nina Meierding teaches you:

- How to maximize your negotiation skills
- How to develop vital listening and tactical questioning skills
- How to use competitive and collaborative negotiation techniques to your advantage
- How to recognize and respond to common negotiation tactics
- How to break deadlocks and revive stalled negotiations
- How to create durable agreements

**IF YOU WANT TO BECOME A
Strategic Negotiator,
THIS COURSE IS FOR YOU!**

LIVE PRESENTATION

Portland – 2/24/12
Oregon Convention Center
777 NE MLK Jr. Blvd.

MCLE CREDIT

The Strategic Negotiator will receive
6.5 General MCLE credits.

QUESTIONS?

Please call OLI at (503) 768-6580 in Portland or toll-free in Oregon at (800) 222-8213, e-mail us at oli@lclark.edu, or visit our website at <http://go.lclark.edu/oli>.

REGISTRATION FORM

The Strategic Negotiator

Friday, February 24, 2012

Name _____ OSB No. or Profession _____

Firm/Organization _____

Street Address _____ City/State/Zip _____

Phone _____ E-Mail _____

Please "✓" appropriate box below:

TUITION

- \$195** Early registration (*received by February 20, 2012*)
- \$175** New attorneys (admitted 2009–2011) and legal staff (*received by February 20, 2012*)
- \$115** OLI Annual Passholder (OLI Pass No. _____)
- \$20** Add to above tuition if registration received *after February 20, 2012*

NOTE: This program will not be recorded.

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**QUESTIONS? Call (503) 768-6580 or (800) 222-8213.
Check out our website at <http://go.lclark.edu/oli>
or e-mail us at oli@lclark.edu.**

CONFIRMATION: Confirmation will be sent via e-mail.

CANCELLATION POLICY: Tuition minus a \$25 handling charge will be refunded if the cancellation request is *written and received* by Monday, February 20, 2012.

NEED ASSISTANCE: If you are a person with a disability, please let OLI know in time to make any necessary accommodations for you.

TUITION ASSISTANCE: A limited number of scholarships are available based on financial need. Contact OLI.