



Oregon Law Institute
of Lewis & Clark Law School

Negotiation Skills

Advanced Applications

This program offers a forum for experienced attorneys who are at the top of their game. The program foundation begins with instruction on how to optimize the communication of your position and provides tools for practitioners on the tactical, research-based, and universal concepts in attaining the advantage over the opposition. The program is punctuated with hands-on exercises that delve into the minds of negotiators. Our experienced faculty have built their careers on perfecting the art and science of negotiation. Join us for this unique opportunity to advance your negotiation skills to the next level.

FRIDAY, JUNE 2, 2006

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

6 General or Practical Skills MCLE Credits

SCHEDULE

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

8:55 WELCOME AND INTRODUCTION

9:00 - 10:00 **Communicating During Conflict Is a Contact Sport**
Learn the communication tools necessary to reach “resolution,” not just “settlement” where both sides walk away unhappy. Learn to disagree without being disagreeable, explore—not debate, build relationships—not cases, and fix problems without fixing blame. No “touchy-feely” psycho-babble—just straight talk designed to uncover hidden agendas and get the “deal” done.
– Samuel J. Imperati

10:00 - 10:15 BREAK

10:15 - 11:00 **Six Skills to Successfully Negotiating Transactional Documents**
Attorneys who have to deal with a high volume of transactions must learn from necessity, get a process down or fail. The six keys to success include: be prepared; be proactive; be interested; move beyond positions; be aware of tactical elements; and compromise when appropriate. Each will be explored in depth by the speaker.
– Heather R. Self

11:00 - 12:00 **Negotiating In China**
Before you enter the international marketplace, you must know the cultural, negotiation, and legal dimensions of the interaction. This panel of international consultants and attorneys will demonstrate the tips and traps of negotiating with what is perhaps the oldest civilization on the planet.
– Lillian Tsai
– David W. Kohl
– William “Skip” Fisher

12:00 - 1:00 LUNCH BREAK (optional lunch at live program)

1:00 - 2:15 **The Negotiation Mediation Nexus**
Great mediators are capable of playing many roles. One of the most important, and most effective of these roles is “negotiation coach.” By virtue of their neutral position, the mediator can see negotiation mistakes that the “player” cannot. But what is it that mediators see? Could a negotiator learn how to see his or her own behavior the way a neutral does? Would that neutral view present a conflict with the duty to be an effective partisan? In this session, we will analyze some effective mediation techniques and discuss ways we might adapt them over to the realm of lawyer-to-lawyer negotiation.
– Richard Birke

2:15 - 2:30 BREAK

2:30 - 4:00 **Exploiting Opportunities and Avoiding Psychological Traps in Negotiations: Winning Strategies Versus Ethical Dilemmas**
Psychological factors influence every negotiation but tend to get short shrift because the parties focus their attention more on tactics and terms. For example, limits to our cognitive abilities create obstacles in processing the information revealed during a negotiation but also create opportunities. Negotiators misjudge risk, discount important information, and think narrowly rather than strategically. This interactive session uses a variety of short exercises to demonstrate psychological factors and to suggest ways to manage them.
– Steven M. Maser

4:00 p.m. ADJOURN

Program Faculty

Richard Birke

*Associate Professor of Law and Director of the
Center for Dispute Resolution,
Willamette University College of Law*

William “Skip” Fisher

Shareholder, Schwabe Williamson & Wyatt P.C.

Samuel J. Imperati

Director, Institute for Conflict Management, Inc.

David W. Kohl

Director, TsaiComms, LLC

Steven M. Maser

*Professor of Public Management
& Public Policy and Director,
Utility Management Certificate Program
Atkinson Graduate School of Management,
Willamette University*

Martin F. Medeiros II

*Program Planner
Swider Medeiros & Haver LLP*

Heather R. Self

Attorney at Law

Lillian Tsai

President, TsaiComms, LLC

LIVE PRESENTATION

Portland – 6/2/06

Oregon Convention Center
777 NE MLK Jr. Blvd.

MCLE CREDIT

Negotiation Skills: Advanced Applications
will receive **6** General or Practical Skills
MCLE credits.

PROGRAM PRODUCTS

Even if you cannot attend, you can still get the program on audiotapes, videotapes, CDs or DVDs. Use the order form in this brochure to order your set today! OLI Annual Passholders may purchase OLI program products at 50% off the full retail price.

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 Web site at www.lclark.edu/org/oli.

VIDEO REPLAYS

Please register at least one week prior to the replay date.

Bend – 6/16/06

Replay 8:30 a.m.
Bryant Lovlien & Jarvis
591 Mill View Way

Eugene – 6/9/06

Replay 8:30 a.m.
Harrang Long Gary & Rudnick, P.C.
360 East 10th Avenue, Ste. 300

Medford – 6/9/06

Replay 8:30 a.m.
Kellington, Krack, Richmond,
Blackhurst & Glatte, LLP
23 Newtown Street

Portland – 6/21/06

Replay 9:00 a.m.
Oregon Law Institute
Gus J. Solomon Courthouse,
620 S.W. Main St., Suite 706

Negotiation Skills: *Advanced Applications*

Friday, June 2, 2006

Name

OSB No. or Profession

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Please "✓" appropriate box below:

 Live presentation Video replay. Location: _____ Date: _____
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TUITION *(Prices apply to live and video replays.)*

- \$159 "Early Bird" tuition *(received by May 29, 2006)*.
- \$119 "Early Bird" tuition for new attorneys (admitted 2005–2006), paralegals, or secretaries *(received by May 29, 2006)*.
- \$80 Legal aid attorneys and judges *(received by May 29, 2006)*.
- \$15 OLI Annual Pass holder (Annual Pass No. _____).
- \$20 Add to above tuition if registration received *after May 29, 2006*.

OPTIONAL LUNCH AT LIVE SEMINAR

- \$20 Add to above tuition
- Vegetarian Dietary restrictions: _____

PRODUCT ORDER

I am unable to attend. Please send me:

- \$179 Audiotapes and course book *or* \$179 Audio CDs and course book
- \$299 Videotapes and course book *or* \$299 DVDs and course book
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- Deduct 50% from order if you are an OLI Annual Pass holder (Pass No. _____)
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(503) 768-6585.

QUESTIONS? Call (503) 768-6580 or (800) 222-8213.
Check out our website at www.lclark.edu/org/oli
or email us at oli@lclark.edu.

CONFIRMATION: Confirmation will be sent via e-mail or fax one week before the program.**CANCELLATION POLICY:** Tuition minus a \$20 handling charge will be refunded if the cancellation request is *written and received* by Tuesday May 30, 2006.**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.