ALI-ABA Live Webcast
Professional Skills Series

Effective Legal Negotiation and Settlement:
Negotiator Styles and the Six Stages of Negotiation

Thursday, March 13, 2008

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STUDY MATERIAL

1. Legal Negotiation Process and Techniques 1
   By Charles B. Craver
ALI-ABA Live Webcast
Professional Skills Series

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Thursday, March 13, 2008

PROGRAM (all times Eastern)

Eastern 12:00 noon – 2:00 p.m. | Central 11:00 a.m. – 1:00 p.m. | Mountain 10:00 a.m. – 12:00 noon | Pacific & Arizona 9:00 a.m. – 11:00 a.m. | Alaska 8:00 a.m. – 10:00 a.m. | Hawaii 6:00 a.m. – 8:00 a.m.

In this practical and insightful live video webcast, negotiations expert Charles Craver demonstrates the impact of different negotiator styles on the bargaining process: the Cooperative/Problem-Solving approach, the Competitive/Adversarial approach, and the Competitive/Problem-Solving approach. He then outlines the six stages of the negotiation process and how to manage each stage to maximize your outcome.

- Preparation stage
- Relationship-building phase
- Information-exchange phase
- Distributive stage
- Closing stage
- Cooperative stage
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FACULTY

Professor Charles B. Craver is the Freda H. Alverson Professor of Law at the George Washington University Law School, where he regularly teaches a course on Legal Negotiating. He has made presentations on effective legal negotiation and settlement and alternative dispute resolution to over 80,000 legal practitioners in over forty states, the District of Columbia, Canada, England, Mexico, Austria, Germany, Puerto Rico, and China. He was formerly associated with Morrison & Foerster in San Francisco, where he specialized in employment and litigation practice.
