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The Great Legal Negotiator

A negotiation workshop for young practitioners held by Claudia Winkler
6 September 2018, 4.00 – 8.00 p.m., Vienna International Arbitral Centre
(VIAC), Room B4 2, Wiedner Hauptstraße 63, 1045 Vienna



Austrian
Arbitration
Academy –
Master Class
Series



Organization

This workshop is part of the Master Class Series of the Austrian Arbitration Academy jointly organized by the University of Vienna, the Vienna International Arbitral Centre (VIAC), the Young Austrian Arbitration Practitioners (YAAP) and the Austrian Arbitration Association (ArbAUT).

Professor Paul Oberhammer (University of Vienna) and Alice Fremuth-Wolf (VIAC) serve as Course Directors of the Austrian Arbitration Academy.

The Austrian Arbitration Academy consists of the Summer School, the Winter School and the Master Classes and offers young practitioners practical insights and hands-on trainings in international arbitration.

For more detailed information please visit our website at shs.univie.ac.at

It addresses the following groups of participants:

- young practitioners (in particular junior associates/Rechtsanwalts-anwärterInnen) working in the field of dispute resolution
- PhD and diploma students specializing in arbitration

Austrian associates may apply for individual accreditation for the participation from the Vienna Bar Association („Anerkennung einer Ausbildungsveranstaltung durch die RAK Wien“).

Trainer

Dr. **Claudia Winkler** LL.M. (Harvard) is a negotiation and mediation trainer, the Director of the IBA-VIAC CDRC Vienna Mediation and Negotiation Competition and the General Counsel of SMART Recruiting Technologies. An energetic and creative communicator she blends her variety of top legal educations with her international legal and business experience. Claudia received her Master's and Doctor's degree in European and international law from the University of Linz and her LL.M. from Harvard Law School. Her professional experience reaches from law to government, non-for profit, start-up, university and international institutions. She has worked as the ADR development coordinator with the New York International Arbitration Center during her time as a Fulbright scholar and is a licensed Mediator in New York.

As a trainer (www.ClaudiaWinkler.net) Claudia has worked with law firms, businesses, associations and universities in the United States, Europe, Africa, Asia and Australia.

Workshop Information

The complexity of legal negotiations is unparalleled. As professionals of the legal field we are challenged to stay on top of the law as well as excel in the art of negotiation to get the best deals for our clients every day. This customized negotiation workshop for lawyers provides a unique insight into how negotiation skills are an actionable tool for your firm and your career, helping you to achieve better results in your everyday work and improve satisfaction and results with your clients.

The Great Legal Negotiator workshop focuses on powerful negotiation techniques, effective professional communication and client-focused representation. You will experience client-focused negotiation principles as a daily tool to build on the skills you already use and become not only a more effective negotiator but a highly recommended representative to any client.

This interactive workshop mixes theory and negotiation exercises so you can:

- learn the concepts and tools for effective preparation and execution of negotiations,
- maximize your leverage and keep control throughout the negotiation, and
- gain hands-on experience and feedback that you can use in your next negotiation immediately.

Participants

maximum 20 participants

Costs

EUR 150.00 including refreshments

Certificate

Participants will receive a certificate of participation for each Master Class.

Registration

Please apply to office@viac.eu.

More information is available on
www.ClaudiaWinkler.net

Workshop Schedule

Module 1

04:00–04:10

Introduction to the Great Legal Negotiator

- Negotiation skills to boost your legal career
- The Harvard negotiation principles
- Client satisfaction secrets

Lecture, exercises and discussion

Module 2

04:10–6:30

Negotiation Exercise – Contract Negotiation

- Group preparation
- Negotiation in client-counsel teams
- Discussion of results and techniques
- Analysis of challenges and suitable solutions
- Feedback & debrief

Negotiation Exercise

Coffee Break

Module 3

6:30–7:30

What makes the world best negotiators

Preparation

- Setting ambitious goals
- Sorting your interests and priorities
- Using your „BATNA“ and bargaining power

Effective communication

- Start with your client
- Information exchange stage at the table
- Information gathering behavior of the pros

Negotiation Techniques & Tools

- What numbers to prepare
- Should you make the first offer?
- How high/low should you open?

Lecture, exercises and discussion

Module 4

7:30–8:00

Leverage these skills for your clients

- What matters to your clients?
- Client-interest based advocacy
- Process v. Results and scientific backup

Lecture, exercises and discussion