

The Great Legal Negotiator

A Negotiation Workshop for Lawyers

15 May 2017, 5.00-9.00 p.m., Vienna International Arbitral Centre (VIAC)



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.

More information is available on www.ClaudiaWinkler.net

Workshop Schedule

Module	Time	Issues	Method
Module 1	05:00 -06:00	Introduction to the Great Legal Negotiator <ul style="list-style-type: none"> - Negotiation skills to boost your legal career - The Harvard negotiation principles - Client satisfaction secrets 	Lecture, exercises and discussion
Module 2	06:00 – 7:30	Negotiation Exercise – Contract Negotiation <ul style="list-style-type: none"> - 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	7:30 - 8:30	What makes the world best negotiators <p>Preparation</p> <ul style="list-style-type: none"> - Setting ambitious goals - Sorting your interests and priorities - Using your "BATNA" and bargaining power <p>Effective communication</p> <ul style="list-style-type: none"> - Start with your client - Information exchange stage at the table - Information gathering behavior of the pros <p>Negotiation Techniques & Tools</p> <ul style="list-style-type: none"> - What numbers to prepare - Should you make the first offer? - How high/low should you open? 	Lecture, exercises and discussion
Module 4	8:30 – 9:00	Leverage these skills for your clients <ul style="list-style-type: none"> - What matters to your clients? - Client-interest based advocacy - Process v. Results and scientific backup 	Lecture, exercises and discussion

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 Details

Workshop Format

- 15 May 2017
- 5:00 p.m. – 9:00 p.m.

Participants

- maximum 25 participants

Cost

- € 150

Registration

- To register please email to office@viac.eu "negotiation workshop"