



Special guest speaker and negotiation expert **NINA MEIERDING** returns by popular demand to teach Minnesota lawyers 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

ALSO APPROVED FOR ADR CREDITS!



TUESDAY, JANUARY 19, 2010

Minnesota CLE Conference Center
Third Floor City Center
Seventh Street & Nicollet Mall
Minneapolis



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!

Schedule

9:00 – 10:30 a.m.

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 a.m.

BREAK

10:45 a.m. – 12:15 p.m.

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

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

NINA MEIERDING is one of the most highly-rated speakers to have taught at Minnesota CLE seminars. She is an expert in negotiation and has taught thousands of lawyers worldwide how to be better negotiators.

Nina Meierding was the Director and Senior Mediator at the Mediation Center for Family Law in Ventura, California from 1985 -2007 where she mediated over 4,000 disputes. She is an adjunct professor at Pepperdine University School of Law and Southern Methodist University, and has taught communication and culture seminars in England, Ireland, Sweden, Scotland, India 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.

NINA MEIERDING PRESENTS AN ALL-NEW TRAINING FOR EXPERIENCED MEDIATORS ON BREAKING DEADLOCKS

The day after this seminar, on Wednesday, January 20, 2010, Nina Meierding will present a limited-registration, advanced workshop training for experienced mediators: **Advanced Mediation Skills Training: Nina Meierding's Strategies for Breaking Deadlocks**. Don't miss this extraordinary opportunity to learn from one of the best mediators in the country in an interactive small-group setting.

Visit www.minncle.org or call 651-227-8266 for full course details.

12:15 – 1:15 p.m.
LUNCH (on your own)

1:15 – 2:45 p.m.
**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 p.m.
BREAK

3:00 – 4:30 p.m.

**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

**HERE'S WHAT PAST
ATTENDEES HAD TO SAY:**

Excellent! I really enjoyed her presentation. BRAVO!

Very engaging manner of delivering valuable ideas and concepts. She was fantastic!

Engaging speaker; her wealth of experience was clearly evident and communicated effectively.

One of the best CLE presenters I've ever seen!



LIVE PRESENTATION

Tuesday, January 19, 2010
Minnesota CLE
Conference Center
 Seventh Street & Nicollet Mall
 Third Floor City Center
 Minneapolis

VIDEO REPLAYS

Schedule times for replays may differ from the live presentation due to abbreviated lunch and break periods. Start times are as indicated below. Register at least one week in advance to secure your copy of the materials on the day of the seminar.

Minneapolis – 2/3/10**(Registration 8:30; Replay 9:00)**

Minnesota CLE Conference Center
 Seventh Street and Nicollet Mall
 Third Floor City Center

Duluth – 2/25/10**(Registration 8:30; Replay 9:00)**

Radisson Hotel Duluth – Harborview
 505 West Superior Street

Mankato – 3/19/10**(Registration 8:15; Replay 8:30)**

Farrish Johnson Law Office
 Eastwood Industrial Centre
 1907 Excel Drive

Moorhead – 3/25/10**(Registration 9:00; Replay 9:15)**

Moorhead Public Library
 118 Fifth Street South

Saint Cloud – 2/22/10**(Registration 8:45; Replay 9:00)**

Kelly Inn
 Highway 23 & Fourth Avenue South

CREDITS

Minnesota CLE is applying to the Minnesota State Board of Continuing Legal Education for **6.0 standard CLE credits**. Application also has been made to the Supreme Court Office of Continuing Education for **6.0 Continuing Education in ADR credits**.

ACCOMMODATION

If you have a disability and need an accommodation in order to attend this seminar, please contact us as soon as possible. Contact Minnesota CLE at 2550 University Avenue West, Suite 160-S, Saint Paul, MN 55114 or call us at 651-227-8266 or 800-759-8840.

CANCELLATION POLICY / NO-SHOW POLICY

Paid registrants who cancel their registration at least 72 hours before the program will receive a full credit on their account; if fewer than 72 hours, a \$25 administrative fee will be deducted. Paid registrants who fail to attend will receive the written materials. Passholders may purchase the course materials at 50% of the full retail price.

QUESTIONS?

Call 651-227-8266 or 800-759-8840 or visit www.minncle.org.

Registration Form

The Strategic Negotiator

Tuesday, January 19, 2010
 Minnesota CLE Conference Center

528-10 | tmm

PLEASE "✓" APPROPRIATE BOX:**LIVE (1/19/10)**

\$245 MSBA member \$245 paralegal \$295 standard rate

REPLAYS

\$210 MSBA member \$210 paralegal \$250 standard rate

LOCATION _____ **DATE** _____

NEW LAWYER DISCOUNT!

I was first admitted to the bar after January 19, 2007, and have deducted \$60 from the registration fee marked above.

I have a MN CLE Season PassSM. Pass # _____

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