

Take Your Negotiation Skills to the Next Level!

Skilled negotiators know that negotiation is about more than understanding the conflict, the applicable law and the other side's position. It's also about understanding the process itself and the many moving parts within it.

In this all new seminar, Nina Meierding builds on the concepts she outlines in *The Strategic Negotiator* to give lawyers a deeper understanding of the strategic and psychological dynamics of negotiation.

In this advanced skills training, Nina Meierding focuses on four areas that many lawyers struggle with.

1. How to deal with highly competitive people and the tactics they use to distract you from your negotiation goals
2. How to shift power imbalances at the negotiating table
3. How a new model of brainstorming can help promote creative solutions in negotiations and mediations
4. How to diagnose specific causes of resistance in negotiations and customize strategies to move through the impasse

Join **Nina Meierding** for this important training and dramatically improve the results of your negotiations... guaranteed!



Minnesota Continuing
Legal Education

2550 UNIVERSITY AVE W #160-S, SAINT PAUL MN 55114

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The Strategic Negotiator

Advanced Skills Training

Wednesday, June 12, 2019
In-person replay details inside.

DATED MATERIAL - PLEASE EXPEDITE!



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Minnesota Continuing
Legal Education
Your State Bar at Work for You

Nina Meierding

returns by popular demand to teach Minnesota lawyers advanced negotiation skills!

The Strategic Negotiator

Advanced Skills Training

In-Depth Exploration of 4 Key Topics

1. How to Negotiate with **Highly Competitive People**
2. Understanding **Power** in Negotiation
3. How to Promote **Creative Solutions** in Negotiation and Mediation
4. Proactive Techniques to **Move through Impasse**

Also approved for ADR credits!

Wednesday, June 12, 2019

Minnesota CLE Conference Center
600 Nicollet Mall, Suite 370
Third Floor City Center, Minneapolis

In-person replay details inside.

Schedule

8:30 – 9:00 a.m.

CHECK-IN & CONTINENTAL BREAKFAST

9:00 – 10:30 a.m.

Negotiating with Highly Competitive People – Techniques to Deal with Tactics

Some negotiators act competitively even when it is in their best interest to be cooperative. This session will focus on how to work with people who are intentionally trying to distract you from your negotiating goals through the use of tactics. You will learn:

- How to recognize and identify specific tactics
- How different tactics are used at different times of the negotiation
- How to pre-empt the use of tactics with proactive techniques
- How to strategically – not emotionally – respond to tactics
- Ethical dilemmas in using or responding to tactics

10:30 – 10:45 a.m.

BREAK

10:45 a.m. – 12:15 p.m.

Power – Who Has It? Where to Find It? How to Use It?

Exploring sources of power and how it is used in both collaborative and competitive situations will assist us in being aware of the shifting dynamics of a negotiation. We will explore strategies to work with power imbalances – our own, our clients, or parties in mediation. You will learn:

- The difference between power, rights and interests
- How to proactively set the stage of your negotiation
- How to assess power at the negotiating table
- How to balance or shift power at the table
- Ethical issues in the use of power

12:15 – 1:15 p.m.

LUNCH (on your own)

1:15 – 2:45 p.m.

Increasing Creativity in Negotiation and Mediation: Helping Parties to Explore New Ideas in a New Model of Brainstorming

Why do people espouse creativity, but often reject creative ideas? Why does the traditional model of brainstorming often cause frustration rather than creating viable solutions? This session will focus on successful techniques that will create durable, innovative solutions. You will learn:

- How a person's fear of failure can create tensions that overpower the urge to try something new
- Why status quo bias is comfortable and more secure than thinking outside the box
- How high uncertainty avoidance is very different than distrust and how both factors inhibit creativity
- How reactive devaluation can cause people to reject an idea simply because of the messenger
- New brainstorming techniques that are customized to deal with the sources of resistance to creativity

2:45 – 3:00 p.m.

BREAK

3:00 – 4:30 p.m.

Overcoming Barriers to Settlement: Finding Sources of Resistance and Moving Through Impasse

This session will focus on exploring specific causes of resistance and how to customize both proactive and reactive strategies to move through the impasse. You will learn:

- How proactive techniques used early in the negotiation can remove potential barriers in later stages of negotiation
- How negotiation technique such as Boulewarism, red herrings, unbalanced pacing, non-strategic concessions and poorly designed opening offers can create impasse
- How questioning, anchoring, strategic use of concessions, and other customized techniques can move the negotiation from a deadlock to resolution



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 in Ventura, California from 1985-2007 where she mediated more than 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.



Here's what past attendees had to say:

Excellent! I really enjoyed her presentation. BRAVO!

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

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



Elimination of Bias: The Impact of Culture on Negotiation and Mediation

Thursday, June 13, 2019 | 1:00 – 3:00 p.m.

Learn what causes many of the culture-related misunderstandings in mediations and negotiations as well as strategies for preventing and overcoming them.

Full course details at www.minncle.org.

Course Information

LIVE PRESENTATION

Wednesday, June 12, 2019
Minnesota CLE Conference Center
600 Nicollet Mall, Suite 370
Third Floor City Center, Minneapolis

IN-PERSON 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 – 6/25/19
(Registration 8:30; Replay 9:00)
Minnesota CLE Conference Center
600 Nicollet Mall, Suite 370

Brainerd – 7/19/19
(Registration 9:00; Replay 9:15)
Brainerd Public Library
416 South 5th Street

Detroit Lakes – 8/15/19
(Registration 8:30; Replay 9:00)
Becker County Courthouse
915 Lake Avenue

Duluth – 7/19/19
(Registration 8:30; Replay 9:00)
Radisson Duluth—Harborview
505 West Superior Street

Mankato – 9/20/19
(Registration 8:15; Replay 8:30)
Farrish Johnson Law Office
1907 Excel Drive

Moorhead – 7/16/19
(Registration 9:00; Replay 9:15)
Moorhead Public Library
118 5th Street South

Saint Cloud – 7/16/19
(Registration 8:15; Replay 8:30)
Rinke Noonan Law Firm
1015 St. Germain Street

CREDITS

Minnesota CLE is applying to the Minnesota State Board of Continuing Legal Education for **6.0 standard CLE credits**. This course also qualifies for **6.0 continuing education in ADR credits**.

SCHOLARSHIPS AVAILABLE

Minnesota CLE maintains a scholarship program for those individuals with a financial need. Most scholarships awarded are 50% off the seminar price. To obtain a scholarship application, contact Grant at 651-254-2111 or gdavies@minncle.org.

ACCOMMODATION

If you have a disability and need an accommodation in order to attend this seminar, please contact us as soon as possible 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

Paid registrants who cancel their registration at least 3 business days before the program will receive a full credit on their account; if fewer than 3 business days, a \$25 administrative fee will be deducted.

QUESTIONS?

Call Minnesota CLE at **651-227-8266** or **800-759-8840** or visit www.minncle.org.

Register at www.minncle.org or call 651-227-8266 or 800-759-8840

To pay by credit card, register online or by phone.

The Strategic Negotiator

Advanced Skills Training

Wednesday, June 12, 2019 • Minnesota CLE Conference Center

PLEASE "✓" APPROPRIATE BOX:

LIVE (6/12/19):

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

IN-PERSON REPLAY:

\$215 MSBA member \$215 paralegal \$265 standard rate

LOCATION _____ DATE _____

NEW LAWYER DISCOUNT!

I have been admitted to the bar fewer than 3 years and am deducting 50% from the registration fee marked above.

SCHOLARSHIPS AVAILABLE

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