

# 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 seminar, Nina Meierding delves into the process and the minds of negotiators to provide attendees with a deeper understanding of the strategic and psychological dynamics of negotiation.

**In this advanced skills training, Nina Meierding focuses on 4 areas that many lawyers struggle with:**

1. Preparing for Negotiation: The Beginning Impacts the End
2. Power: Who Has It? Where to Find It? How to Use It?
3. Understanding and Working with High Emotion and Volatility
4. How to Negotiate with Highly Competitive People: Understanding the Power of Tactics

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



Nonprofit Org.  
U.S. Postage  
PAID  
Minnesota Continuing  
Legal Education

Minnesota Continuing  
Legal Education  
700 NICOLLET MALL, SUITE 200, MINNEAPOLIS MN 55402



DATED MATERIAL – PLEASE EXPEDITE!



View information on  
your mobile device or  
register online



## ADVANCED NEGOTIATION TRAINING 2025

Master the Skills that Lead to  
Better Results

LIVE ONLINE ONLY – June 5, 2025



Also qualifies for ADR credits!



**LIVE ONLINE ONLY –  
Thursday, June 5, 2025**

**All Passholders** – You may use your Pass to register for the online program at no charge.



MINNESOTA CONTINUING  
LEGAL EDUCATION  
*Your Success Is Our Goal*

Don't Miss  
**Nina Meierding's**  
Latest Training!

# ADVANCED NEGOTIATION TRAINING 2025

Master the Skills that Lead to  
Better Results

**In-Depth Exploration of 4 Key Topics**

1. Preparing for Negotiation: The Beginning Impacts the End
2. Power: Who Has It? Where to Find It? How to Use It?
3. Understanding and Working with High Emotion and Volatility
4. How to Negotiate with Highly Competitive People: Understanding the Power of Tactics

# SCHEDULE

8:30 – 9:00 a.m. JOIN ONLINE

9:00 – 10:30 a.m.

## Preparing for Negotiation: The Beginning Impacts the End

Planning for the process of negotiation is just as important as planning for the substance. You will learn to consider the following questions as you prepare:

- What are the issues to be addressed in the negotiation?
- What are the interests of the parties involved?
- What are the alternatives to a negotiated agreement?
- When should you make the first offer?
- How creative are you willing to be?

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 our 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 – 1:00 p.m. LUNCH BREAK

1:00 – 2:30 p.m.

## Understanding and Working with High Emotion and Volatility

Highly charged emotions – specifically frustration, anger and fear – can create havoc in a negotiation. We will examine a four-step process in which we:

- Consider our own biases about emotion
- Assess the timing of negotiation when high emotion is present
- Learn how to create a supportive environment
- Employ practical techniques for working with frustration, anger and fear

2:30 – 2:45 p.m. BREAK

2:45 – 4:15 p.m.

## How to Negotiate with Highly Competitive People: Understanding the Power of 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



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

Nina Meierding, M.S., J.D. Nina Meierding, a leader in conflict resolution for over 35 years, has mediated more than 4,000 disputes and has trained thousands of people in almost all 50 states, as well as Canada, England, India, Ireland, the Netherlands, New Zealand, Scotland and Sweden. She has been an adjunct professor at Pepperdine University School of Law for over 25 years, and a visiting lecturer at many other law schools. Among her honors are the 2017 Lifetime Achievement Award by the American College of Civil Trial Mediators and the 2021 Distinguished Neutral of the Year from the National Academy of Distinguished Neutrals.



## Reviews of Nina Meierding's past presentations:

Nina Meierding was superb!

Excellent content for mediators and attorneys.

She is a compelling and wise speaker.

So many concrete examples show she is a credible authority on the subject.

She was fabulous as always!



## NINA IS BACK!

Nina is back with 4 new and updated topics for 2025. Learn insights that will take your negotiation knowledge and skills to the next level!

## COURSE INFORMATION

### ONLINE PROGRAM

Thursday, June 5, 2025  
View online at [www.minncle.org](http://www.minncle.org)

Register online at [www.minncle.org](http://www.minncle.org).  
Email [customerservice@minncle.org](mailto:customerservice@minncle.org)  
or call **800-759-8840** for assistance.

### ALL PASSHOLDERS

You may use your Pass to register for the online program at no charge.

### CREDITS

Minnesota CLE is applying to the Minnesota State Board of CLE for **6.0 standard CLE credits**. The maximum number of total credits attendees may claim is 6.0 credits.

This course also qualifies for **6.0 continuing education in ADR credits**.

### SCHOLARSHIPS AVAILABLE

Minnesota CLE maintains a scholarship program for those with a financial need. Contact [customerservice@minncle.org](mailto:customerservice@minncle.org) for details or to obtain an application.

### ACCOMMODATION

If you have a disability and need an accommodation in order to attend this seminar, contact Minnesota CLE as soon as possible at **800-759-8840** or [customerservice@minncle.org](mailto:customerservice@minncle.org).

### CANCELLATION POLICY / NO-SHOW POLICY

Paid registrants who cancel before the seminar will receive a refund upon request. Paid registrants who do not cancel and are unable to attend will retain access to the seminar materials through their Minnesota CLE website account.

## QUESTIONS?

[customerservice@minncle.org](mailto:customerservice@minncle.org)  
**800-759-8840**

Register online today at  
[www.minncle.org](http://www.minncle.org)

# ADVANCED NEGOTIATION TRAINING 2025

Thursday, June 5, 2025 | Attend Online

### ONLINE PROGRAM: THURSDAY, JUNE 5, 2025

Register online at [www.minncle.org](http://www.minncle.org)  
Email [customerservice@minncle.org](mailto:customerservice@minncle.org) or call **800-759-8840** for assistance.

### TUITION:

\$295 MSBA member

\$295 paralegal

\$345 standard rate

### All Passholders –

You may use your Pass to register for the online program at no charge.

### NEW LAWYER DISCOUNT!

New lawyers who have been admitted to the bar less than 5 years receive a 50% discount.

### SCHOLARSHIPS AVAILABLE

Minnesota CLE maintains a scholarship program for those individuals with a financial need. To obtain a scholarship application, contact [customerservice@minncle.org](mailto:customerservice@minncle.org).

### JOIN THE MSBA AND PAY LESS FOR MINNESOTA CLE SEMINARS!

To join, go to [www.mnbar.org](http://www.mnbar.org)  
Or for more membership advantages call 1-800-882-6722.

REGISTER ONLINE TODAY AT  
[WWW.MINNCLE.ORG](http://WWW.MINNCLE.ORG).