

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. Dealing with Different Perspectives of Reality
2. The Art of the Apology
3. How to Find Out What Really Matters Without Acting Like a Therapist: Keys to Client-Centered Listening and Questioning
4. Obstacles to Creativity: Overcoming Resistance and Moving Beyond Brainstorming

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

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DATED MATERIAL - PLEASE EXPEDITE!



ADVANCED NEGOTIATION TRAINING 2026

Master the Skills that Lead to
Better Results

Nina is back and in person for the first
time in 6 years - Thursday, June 25, 2026



Also qualifies for ADR credits!



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Thursday, June 25, 2026 -
Attend In Person

Can't Attend in Person?
View an Online Replay on Thursday, July 16, 2026
or Thursday, July 30, 2026.



Don't Miss
Nina Meierding's
Latest Training!

ADVANCED NEGOTIATION TRAINING 2026

Master the Skills that Lead to
Better Results

In-Depth Exploration of 4 Key Topics

1. Dealing with Different Perspectives of Reality
2. The Art of the Apology
3. How to Find Out What Really Matters Without Acting Like a Therapist: Keys to Client-Centered Listening and Questioning
4. Obstacles to Creativity: Overcoming Resistance and Moving Beyond Brainstorming

SCHEDULE

8:30 – 9:00 a.m. CHECK-IN & CONTINENTAL BREAKFAST

9:00 – 9:05 a.m. WELCOME & INTRODUCTION

9:05 – 10:35 a.m.

Dealing with Different Perspectives of Reality

This session will discuss how people can have very different perspectives of reality (what has happened, what is right, what is true) and what to do if they hold on to their positions in the face of overwhelming evidence to the contrary. We will learn four reactions to conflicting realities (self-justification, rationalization, the power of irrevocability, and inconsequential decision-making) and how implicit biases can create barriers to effective participation and involvement by all participants. We will then examine customized strategies and techniques to overcome these obstacles.

10:35 – 10:45 a.m. BREAK

10:45 a.m. – 12:15 p.m.

The Art of the Apology

A “good” apology moves beyond a deal and creates resolution. A “bad” apology can make a conflict even worse. We will explore the many types of apologies (including rapport, transactional, full and partial) as well as the effect of timing, delivery, emotionality and sincerity. We will focus on how different cultures view fairness, truth and forgiveness and the impact of these beliefs on both giving and receiving apologies. With a more complete understanding of the intricacies of an apology we can help our clients move beyond numbers and seek a greater level of resolution and closure by giving and receiving apologies in a way that is both strategic and sincere.

12:15 – 1:00 p.m. LUNCH BREAK (on your own)

1:00 – 2:30 p.m.

How to Find Out What Really Matters Without Acting Like a Therapist: Keys to Client-Centered Listening and Questioning

Listening is an active process and goes far beyond “hearing.” You will learn proactive listening techniques and how to uncover cognitive biases and sources of resistance including filtering, confirmation bias, and reactive devaluation. Questions can create rapport, change tempo, transfer power, and impact a result. Strategically using different types of questions (including manageable and unmanageable, hypothetical, open-ended, clarifying, elaborating, and confronting) can assist us in discovering the true needs of our client and avoid potential impasses later in the negotiation.

2:30 – 2:45 p.m. BREAK

2:45 – 4:15 p.m.

Obstacles to Creativity: Overcoming Resistance and Moving Beyond Brainstorming

Despite our professed desire to explore new and different solutions in conflict, there are psychological barriers to creativity including uncertainty and risk avoidance, situational distrust, status quo bias, and social rejection. We will examine these impediments and learn customized strategies to move through them, including a new model of brainstorming.



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

Nina Meierding, a leader in conflict resolution for almost 40 years, has mediated over 4,000 disputes. She has trained many groups – including court systems, medical centers, government agencies, school districts, small and large business entities and non-profits in conflict resolution, cross cultural issues, and negotiation skills 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, as well as the National Judicial College. Among her honors are the Lifetime Achievement Award by the American College of Civil Trial Mediators and the 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 AND IN PERSON FOR THE FIRST TIME IN 6 YEARS!

Nina is back with 4 new and updated topics for 2026. Learn insights that will take your negotiation knowledge and skills to the next level!

COURSE INFORMATION

LIVE IN PERSON

Thursday, June 25, 2026
Minnesota CLE Conference Center
600 Nicollet Mall, Suite 370
Third Floor City Center, Minneapolis

ONLINE REPLAYS

Thursday, July 16, 2026
Thursday, July 30, 2026
View online at www.minncle.org
A moderator will be available to answer questions by email.

HOW TO REGISTER

Register online at www.minncle.org.
Email customerservice@minncle.org
or call **800-759-8840** for assistance.

COURSE MATERIALS

In-person attendees will receive hard copies of any course materials submitted. All attendees will have access to all course materials via their Minnesota CLE online accounts.

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. To obtain a scholarship application, contact customerservice@minncle.org.

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.

CANCELLATION POLICY / NO-SHOW POLICY

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

QUESTIONS?

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800-759-8840

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TUITION:

\$295 MSBA member
\$295 paralegal
\$345 standard rate

SEASON PASSHOLDERS:

- **Super Passholders** may attend the in-person seminar or an online replay at no charge.
- **In-Person Passholders** may attend the in-person seminar at no charge or an online replay for 50% off.
- **Online Passholders** may attend the in-person seminar for 50% off or an online replay 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.

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