

# Mastering Negotiation

Maximising outcomes for your client

Legal Skills Series

\*Earn 3 Professional Skills CPD points

5 August 2009  
Conrad Treasury Hotel, Brisbane

19 August 2009  
365 Little Collins, Melbourne

## BRISBANE – Mastering Negotiation: Advanced Strategy & Skills



**Patrick Cavanagh**, Co-Director, Dispute Resolution Centre, Bond University (Brisbane)

1:00 Registration  
1:30 Course commences  
3:00 Afternoon tea (30 mins)  
5:00 Course concludes

### Part 1: Steering clear of negotiation traps and pitfalls: the good, the bad and the ugly

- What do corporate clients want from negotiation and mediation
- A game of chance – what percentage should we benchmark success?
- Facing to hard bargainers
- Common challenges in commercial negotiations and how to overcome them
- Overcoming impediments to settlement – ensuring the settlement sticks
- Dealing with post-implementation obligations: agreements, legislation and common law

### Part 2: Multiparty negotiation: navigating the complexities

- Negotiating with multi-parties
- Building consensus
- Conflict resolution

5:00 Close of Workshop

## MELBOURNE – Keys to successful negotiation: Preparation, Power, Persuasion



**Samantha Hardy BA, LLB (Hons), LLM, PhD (Melbourne)**  
Director of Conflict Resolution and Practice, Australian Centre for Peace and Conflict Studies (ACPACS)

1:00 Registration  
1:30 Course commences  
3:00 Afternoon tea (30 mins)  
5:00 Course concludes

### Keys to successful negotiation: Preparation, Power, Persuasion

- Assessing various models of negotiation
- Why Principled Negotiation works
- Using the model to achieve lasting agreements with added value
- Processes of principled negotiation, including effective opening, agenda-setting and closing
- Planning for complex negotiations – preparing for a negotiation using the Harvard 7-element model
- Multi-party negotiation: Managing multiple issues and parties
- What makes an extraordinary legal negotiator? – attitudes, characteristics for success
- Mastering persuasion: the balance of power and the circle of influence

5:00 Close of Workshop

Endorsed by:



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Product of:



# About your course trainers:

## Patrick Cavanagh LLB, LLM (Hons)

Co-Director, **Dispute Resolution Centre, Bond University**

Patrick teaches over 350 programs on negotiation, mediation and arbitration skills in Australia, New Zealand, Canada, England, Hong Kong, Malaysia, Singapore, Indonesia and India. Patrick has a long history in the areas of mediation and negotiation, and has been involved as either a mediator/administrator in over 700 mediations involving commercial disputes throughout Australia, New Zealand and Indonesia. He is Director of the Bond Legal Negotiation Project, the largest international comparative study that examines the negotiation skills of practicing lawyers and principal negotiator and claims coordinator for a multi-billion dollar personal injuries claim - representing Asian claimants seeking financial compensation against Australian Corporate Entities that manufactured and distributed and retailed asbestos building products in South Asia.

### Testimonials about Pat Cavanagh:

*"Pat was very realistic and down to earth. His advice was practical – not just theoretical."*

*"Dynamic presenter; real-life examples; practical notes"*

*"Interesting, engaging, interactive. Presented interesting and dynamic examples to help you apply thinking outside the square to certain problem cases"*

## Samantha Hardy BA, LLB (Hons), LLM, PhD

Grad Cert University Learning and Teaching, F. HERDSA

Director of Conflict Resolution and Practice, **Australian Centre for Peace and Conflict Studies (ACPACS) at the University of Queensland**

With a legal background practicing as a lawyer for some years before moving into education and training, she is a Nationally Accredited Mediator and completed advanced negotiation training at Harvard Law School. She is also a CENERGY trained Conflict Coach. She has taught law and conflict resolution for the past twelve years to university students, lawyers and other professionals. She also has a consultancy practice in facilitation, mediation and conflict coaching. She completed a Masters of Laws in 1997, primarily focusing on Trade Practices Law and Alternative Dispute Resolution. She completed a Graduate Certificate in University Learning and Teaching and her PhD in 2005.

### Testimonials about Samantha Hardy:

*"Outstanding overall! Enthusiastic, knowledgeable, accessible, interesting."*

*"Extremely well-presented course that held my attention"*

*"Presenter excellent – content great. Thank you"*

*"This workshop should be mandatory for all lawyers."*

# Priority registration form Mastering Negotiation

## 4 easy ways to register

**Phone:** 1800 772 772

**Fax:** (02) 9422 2338

**Online:** [www.lexisnexis.com.au/pd](http://www.lexisnexis.com.au/pd)

**Mail:** Conference Co-ordinator, LexisNexis

Locked Bag 2222,

Chatswood Delivery Centre, Chatswood NSW 2067

### Please complete sections A, B, C

### TAX INVOICE

Conference code: **QLD-PD3119 VIC-PD3219** ABN: 70 001 002 357

#### A Delegate details

Mr/Ms/Dr: \_\_\_\_\_  
First name Last name

Position: \_\_\_\_\_

Organisation: \_\_\_\_\_

Postal address: \_\_\_\_\_

Suburb Postcode State

Telephone: \_\_\_\_\_

Fax: \_\_\_\_\_

Email (required\*\*): \_\_\_\_\_

#### B Event Pricing (please tick your selection)

<b>Advance price* (register and pay before 27 June 2009)</b>	
<input type="checkbox"/> Half-day conference	\$400 + GST = \$440.00
<b>Early bird price* (register and pay after 27 June and before 8 July 2009)</b>	
<input type="checkbox"/> Half-day conference	\$475 + GST = \$522.50
<b>Standard price (register and pay after 8 July 2009)</b>	
<input type="checkbox"/> Half-day conference	\$550 + GST = \$605.00

\* Early Bird, team discounts and any other discount cannot be taken concurrently

**Package deal:**  Attend 2 = 10% off total price  
 Attend 3 = 20% off total price

**Supporting Association 10% discount off standard price:**  
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Name of approving manager: \_\_\_\_\_

#### Who Should Attend

- Lawyers, Solicitors, Associates, Partners
- Barristers
- In-house Counsel
- Government Lawyers

#### CONFERENCE RESOURCES

I am unable to attend but would like to purchase a set of conference papers for Mastering Negotiation \$150.00 + GST = \$165

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