

# CORT NEGOTIATIONS TRAINING 2018

## AGENDA

*March 20 Dinner and Trainer Meeting 7:00 p.m. – 9:00 p.m.*

### *Day One – Wednesday, March 21*

- 9:00 – 10:00 Registration (and Trainers Meeting)
- 10:00 – 10:15 Welcome (Large Group Lecture)
- 10:15 – 11:15 ABCs and XYZs: The Basics and Beyond of Negotiations (Large Group Lecture)
- 11:15 – 11:45 Small Group Session 1
- 11:45 – 1:00 **Lunch and Preparation for Negotiation #1**
- 1:00 – 2:00 **Negotiation #1** “Car Accident”
- 2:00 – 2:15 Debrief Negotiation #1 in Small Group
- 2:15 – 2:25 **Break**
- 2:25 – 3:15 Mayhem: How To Deal With Multiple Parties, Multiple Authorities, Multiple Issues And The Negotiators Dilemma (Large Group Lecture)
- 3:15 – 3:30 **Break**
- 3:30 – 4:15 Small Group Session 2, preparation for Negotiation #2A
- 4:15 – 5:15 **Negotiation #2A** “Union—Are We Really on The Same Side?”
- 5:15 – 5:45 Debriefing the Call (Large Group Lecture)

**Homework for the evening --- Negotiation #2B “Union—First Impressions”**

**Dinner on your own**

***Day 2 – Thursday, March 22***

- 8:00 – 9:00 Breakfast/Trainers Meeting
- 9:00 – 10:30 **Negotiation # 2C** “Union—The Real Deal”
- 10:30 – 11:00 Small Group Session 3 (debriefing and feedback for Negotiation #2C)
- 11:00 – 11:15 Large Group Session Debriefing of Negotiation #2C
- 11:15 – 11:30 **Break**
- 11:30 – 12:00 Determining Damages in Legal Services Cases (Large Group Lecture)
- 12:00 – 1:30 Lunch and Preparation for Negotiation #3A and #3B**
- 1:30 – 2:15 Clients: Preparing, Presence, Separation And Expectation (Large Group Lecture)
- 2:15 – 2:30 **Break**
- 2:30 – 3:30 **Negotiation #3A** “You’re the Client” (and debrief in small groups)
- 3:30 – 3:45 **Break**
- 3:45 – 4:45 **Negotiation #3B** “No, You’re the Client” (and debrief in small groups)
- 4:45 – 5:10 Put It In Writing: The Art Of Written Negotiations (Large Group Lecture)
- 5:10 – 5:15 Small Group session 4

**Evening Homework-- Negotiation #4** “It’s All in The Way You Draft It”

**Dinner on your own**

***Day 3 – Friday, March 23***

7:45 – 8:45	Breakfast/Trainer’s Meeting
8:45 – 9:45	Small Group Session 5 and prepare for Negotiation #5
9:45 – 10:45	<b>Negotiation #5</b> “Tag Team Commercial Lease”
10:45 – 11:00	<b>Break</b>
11:00 – 11:30	<u>You: The Negotiator</u> (Large Group Lecture)
11:30 – 12:15	<u>ABCs of Mediation</u> (Large Group Lecture)
12:15 – 1:45	<b>Lunch and Preparation for Mediation</b>
1:45 – 3:15	<b>Mediation-- Problem #6</b> “How Old Are You”
3:15 – 3:30	Wrap Up, CLE and Evaluations (Large Group Lecture)