

# Principles and Practice of Negotiation for Lawyers (One-day programme)



We've been told for as long as we can remember, and especially by management gurus over the last decade, that we live in a win-win world. There's no other way to do business effectively. Win-win is the name of the game and mutually acceptable outcomes between the parties is the goal. And, yes of course, there are some parties who say they play win-win and do really practice win-win in their business dealings, but not enough do.

Therefore, professional advisers need to be skilled in the art of negotiating, be it commercial contracts or terms. However, there are a lot of traps along the way which can hijack an individual's attempt to negotiate an appropriate arrangement:

- There is a tendency to negotiate too early before they have understood the other party's position
- They offer concessions too early
- Individuals are not sufficiently prepared prior to the negotiation
- The other party are allowed to put them under pressure to negotiate "on the hoof"
- They lack confidence in a negotiation.



The course is designed to provide you with the understanding and skills to get you started in negotiation.

Huthwaite Negotiation Skills training builds the skills essential to success by helping you to:

- understand the differences and relationships between selling and negotiating
- prepare and plan in a structured way, using the Huthwaite Skilled Negotiator model
- develop strategies and tactics to manage the movement of the negotiation to a desired outcome
- understand where power comes from in negotiations
- develop strategies for maintaining a positive climate and dealing with 'dirty tricks'.

## Training design

We deliver Huthwaite Negotiation Skills through a highly interactive process using exercises, case studies/simulations and trainer inputs based on the exclusive needs of Lawyers.

### Course outline

- Introduction to negotiation and Huthwaite research
- Negotiation exercise
- Preparation and planning for negotiation; including power, persuasion and bargaining
- Negotiation exercise
- Review of negotiation exercise
- Dirty tricks and how to handle them
- Course review and close.

## Who should attend?

This course is ideal for professional advisers who are responsible for negotiating with clients and other parties.

This course provides an excellent starting point for new negotiators who, once they have gained some experience, will benefit from attending Huthwaite's in-depth three-day negotiation skills programme.

## Benefits

The aim of this workshop is to provide participants with a series of practical techniques for negotiating skills which will help to:

- obtain a better outcome whilst maintaining a good relationship with the other party
- feel confident about the value of their argument and what they are worth to the other party
- gain confidence in their ability to negotiate
- manage the process better and so gain a better outcome.

## Contact us

For more information about Negotiation Skills or other Huthwaite Open courses please go to: [www.huthwaite.co.uk/open](http://www.huthwaite.co.uk/open) or call the Open Coordinator on +44 (0) 1844 274244.