

Negotiation Skills for Lawyers

This training course will help you to understand negotiation more and will provide tools to help you negotiate well on behalf of your clients. You will also have the opportunity to practice using those tools in the safety of the training environment.

Course objectives:

- ✓ Learn how to negotiate with the aim of achieving mutually acceptable outcomes
- ✓ Understand how to make effective preparations before starting to negotiate
- ✓ Learn how to set a negotiating range that you can work within
- ✓ Practice following a clear structure for negotiations that will help you focus and achieve results