



Legal Education  
Society of Alberta

# Negotiations Fundamentals

Limited Enrolment!  
Register online  
at [LESA.org](https://www.lesa.org)

**Participate in this  
interactive workshop**

to explore negotiation theory and  
develop your communication and  
negotiation skills.

Your lifelong partner in continuing legal excellence



Legal Education  
Society of Alberta

**14**  
SEPTEMBER  
2017

**EDMONTON**  
DoubleTree by Hilton  
Hotel West Edmonton  
16615 109 Avenue NW  
9:00 AM–4:30 PM

**21**  
SEPTEMBER  
2017

**CALGARY**  
Glenmore Inn  
& Convention Centre  
2720 Glenmore Trail SE  
9:00 AM–4:30 PM

## WHO SHOULD ATTEND

This program is targeted to lawyers in all practice areas interested in negotiations fundamentals or in a refresher of negotiations matters.

### CHAIR

**Michelle Christopher QC** | University of Calgary - Student Legal Assistance | Calgary

### FACULTY

**Erik Arnold** | Dentons Canada LLP | Calgary

**Courtney Burton** | Dentons Canada LLP | Calgary

**Brad Mustard** | Moe Hannah LLP | Calgary

**LESA.org**  
**/Classroom**

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# Negotiations Fundamentals

Limited Enrolment

Lawyers negotiate on a daily basis, whether with colleagues, clients, or opposing counsel. Don't leave value on the table by walking away from the best possible deal. Get the most you can for your clients by developing the necessary skills to become a great negotiator.

Learn to recognize some of the fundamental tensions that arise in negotiations, and gain knowledge to increase your efficiency and effectiveness in the negotiation process.

Participate in this unique, interactive workshop to develop the skills you need to effectively prepare for and succeed in negotiations. Discuss key concepts, including Best Alternative to a Negotiated Agreement (BATNA), Worst Alternative to a Negotiated Agreement (WATNA), Zone of Possible Agreement (ZOPA), reservation, and target points. Explore some of the basic principles of negotiation theory, discover methods for avoiding costly errors and questionable tactics, and determine when and *when not* to negotiate.

Analyze strategies and determine which of them will best suit your clients' needs. Assess how personality and communication style affect negotiation, and explore practical tips, ethical traps, and best practices.

**THANK YOU** The success of our programs relies on the generous contributions of time, talent, and energy from all our volunteers. We greatly appreciate the work of our volunteers and their service to the profession.



## SEMINARS ON DEMAND

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## Negotiations Fundamentals

# REGISTER ONLINE

Reserve your spot in this program.

- 01** | Visit [LESA.org](http://LESA.org).    **02** | Enter code **32054** into the search field.    **03** | Add to your cart, complete your purchase, and mark your calendar.

### MORE REGISTRATION OPTIONS

**MAIL:** 2610 - 10104 103 Avenue Edmonton, Alberta T5J 0H8 | **EMAIL:** [info@lesa.org](mailto:info@lesa.org)  
**PHONE:** 780.420.1987 | **TOLL FREE IN AB:** 1.800.282.3900 | **FAX:** 780.425.0885

- EDMONTON** September 14, 2017
- CALGARY** September 21, 2017
- EARLY BIRD:** On or before August 15, 2017 \$355 + GST (Lunch is included.)
- REGULAR:** \$395 + GST (Lunch is included.)
- I am unable to attend this program, but please email me when the materials are available.



LESA offers a range of Access Bursaries on select programs.

- I live more than 125km (one way) driving distance (25% reduction in fees)\*
- I live more than 250km (one way) driving distance (50% reduction in fees)\*
- I am a law student or student-at-law (25% reduction in fees)

A limited number of Access Bursaries are available, including bursaries on the basis of financial need. Please contact LESA for details. \*From nearest seminar site as set out in Appendix II of the Legal Aid Tariff. Remit fees where applicable.

NAME/NAME FOR TAG: \_\_\_\_\_

FIRM: \_\_\_\_\_

EMAIL/PHONE NUMBER: \_\_\_\_\_

DIETARY RESTRICTIONS/SPECIAL NEEDS: \_\_\_\_\_

VISA     MASTERCARD     CHEQUE

TOTAL ENCLOSED: \_\_\_\_\_

CARD NUMBER: \_\_\_\_\_

EXPIRY DATE: \_\_\_\_\_

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**GUARANTEE:** We take pride in offering high quality programs. If this program does not meet your expectations, please contact us about our money back guarantee.

**CANCELLATIONS:** Registration fees, less a \$50.00 administration fee, will be refunded for cancellations received in writing at least 3 full business days prior to the seminar. Refunds cannot be given after that date; however, seminar materials, if any, will be forwarded. Registrant substitution is permitted at all times.