



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.



This course will be available as a Seminar on Demand.

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

Access interactive self-study modules, complimentary resources, and Seminars on Demand at your convenience in the **LESA Classroom**.





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

Stay up-to-date in your practice area at your convenience.

Purchase Seminars on Demand at [LESA.org/Classroom](https://www.lesa.org/Classroom).



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Negotiations Fundamentals

REGISTER ONLINE

Reserve your spot in this program.

- 01** | Visit 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
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 Seminar on Demand (materials and video recordings) is 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 the LESA office 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: _____

Please make cheques payable to the **Legal Education Society of Alberta**

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.

RECORDING: This program is being audio/video recorded and will be retained by LESA for the purpose of providing legal education.