



International Training  
Center Paris

# TRAINING SCHEDULE

**Phone: +33 6 59 26 89 09**

**E-mail: [Info@itcparis.com](mailto:Info@itcparis.com)**

**Address: 78, Avenue des Champs-Élysées, 75008 Paris**

# NEGOTIATION STRATEGIES AND TACTICS FOR LAWYERS

## Overview:

The Negotiation Strategies and Tactics for Lawyers training program is designed to provide legal professionals with practical skills and strategies to effectively negotiate on behalf of their clients. The program will cover a range of topics, including negotiation styles, communication techniques, problem-solving strategies, and ethical considerations. Participants will learn how to effectively prepare for and conduct negotiations in a variety of legal settings.

**Objectives:** By the end of this training program, participants will be able to:

- Understand the fundamentals of negotiation strategies and tactics.
- Develop effective negotiation strategies based on the situation.
- Utilize effective communication techniques in negotiations.
- Develop problem-solving strategies in negotiations.
- Identify and manage ethical considerations in negotiations.

The training program will include lectures, case studies, group discussions, and practical exercises. Participants will have the opportunity to apply the concepts learned in the training program to real-world negotiation scenarios. By the end of the training program, participants will be equipped with the knowledge and skills required to effectively negotiate on behalf of their clients, develop effective negotiation strategies based on the situation, utilize effective communication techniques, develop problem-solving strategies, and manage ethical considerations in negotiations.

# Targeted Groups:

- Lawyers focused on negotiation
- Legal professionals involved in settlement discussions
- Contract managers handling legal negotiations
- Mediators seeking advanced negotiation skills
- Corporate lawyers emphasizing negotiation tactics

# Planning:

## **Day 1: Introduction to Negotiation Strategies and Tactics**

- Overview of negotiation strategies and tactics
- Understanding different negotiation styles and approaches
- Fundamentals of effective negotiation planning and preparation

## **Day 2: Developing Effective Negotiation Strategies**

- Identifying negotiation objectives and priorities
- Developing effective negotiation strategies based on the situation
- Techniques for identifying and addressing common negotiation challenges

## **Day 3: Communication Techniques in Negotiations**

- Effective communication techniques in negotiations
- Active listening and effective questioning
- Managing difficult conversations and negotiations

## **Day 4: Problem-Solving Strategies in Negotiations**

- Problem-solving techniques in negotiations
- Identifying common problems and finding creative solutions
- Techniques for reaching win-win outcomes in negotiations

## Day 5: Ethical Considerations in Negotiations

- Ethical considerations in negotiations
- Identifying and managing conflicts of interest
- Strategies for maintaining professional and ethical conduct in negotiations