



NEW SOUTH WALES
BAR ASSOCIATION

Effective Negotiation Skills for Commercial Disputes

Presented by:

**Harold Werksman,
Partner, Dispute Resolution
and Litigation,
Holding Redlich.**

Chair:

Angela Bowne SC

**NSW Bar Association
Common Room**

5.15pm Tuesday 23 September

**1.5 HOUR SEMINAR
1.5 CPD POINTS IN THE
MANAGEMENT STRAND**

This seminar will provide practical examples of effective negotiation strategies, which are designed specifically for commercial disputes of all types. The seminar will cover:

Objectives – what are you trying to achieve in the negotiation?

Preparation – pre-negotiation strategies, perceptions of strength and use of documents.

How should you present the argument – use of agendas and silence, seeking common ground, uncovering assumptions and maximising interests.

Effective bargaining – inventing options, expanding issues, trading concessions and breaking impasses.

How to close the deal – effective techniques for reaching closure, drafting terms of settlement.

**THIS SEMINAR IS OPEN TO MEMBERS OF THE NSW
BAR ASSOCIATION**

REGISTRATION IS NOT REQUIRED

For more information, please contact Bali Kaur
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