



THE ONLY GLOBAL ASSOCIATION OF YOUNG LAWYERS



3-5 June 2010 | PALMA DE MALLORCA

Spain

GETTING TO YES

The art of negotiation: what every lawyer must know

Getting to Yes!!! Negotiating is a substantial and unavoidable part of every lawyer's job and nevertheless it is often overlooked in university or law school coursework.

Every lawyer should improve his/her negotiation ability and master this interactive communication process to confidently and effectively initiate, conduct and close negotiations. Do you still think negotiation is an art? Come and learn negotiation skills from experienced lawyers and consultants.

Our 2-day seminar will deal with topics such as:

- Mock Negotiations of Contracts, Transactions and Litigation
- Harvard Case Studies
- Dos and Don'ts of experienced lawyers
- Introduction to mediation
- Overview by a negotiation trainer
- Social communications and behavior

We look forward to welcoming you to Palma de Mallorca!!!!

On behalf of the Organizing Committee

Sonia Gumpert
Beat Brechbühl

