



Core Negotiation Skills

Tuesday, December 8, 2020
Live Webcast

North Carolina: 1.00 MCLE Hour

Planned by the NCBA CLE Department

TUESDAY, DECEMBER 8, 2020 | 11:55 A.M. – 1:00 P.M.

11:55 Welcome and Introductions

12:00 Core Negotiation Skills

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Successful negotiations require time, research and preparation. Our job as attorneys is to counsel and advise our clients into making good business decisions, and an important part of that job includes negotiating with opposing counsel on their behalf.

This presentation focuses on the two primary styles of negotiation; collective countering; dealing with deadlock; and how to avoid common, costly mistakes so that you can help your client win a negotiation (or gracefully concede).

1:00 Adjourn

SPEAKER

- Mikail O. Clark, Johnston Allison & Hord PA, Charlotte