



RIVERDALE MEDIATION

INTENSIVE NEGOTIATION THEORY & SKILLS

INSTRUCTORS:

HILARY LINTON, LL.M., (ADR), Acc. FM., and Guest Speaker Prof. Michael Coyle

JUNE 2010 - TBA

Negotiation is a learned skill. Whether you are a collaborative lawyer, a mediator or a litigator, *your negotiation expertise is a critical determinant of the outcome*. Using lectures, role plays, class discussion, exercises, demonstrations, video clips and readings, you will learn *how to maximize each and both parties' interests*:

- How and when to “create value”
- How and when to “claim value”
- When to make concessions
- How to deal effectively with hard bargaining tactics, and when to use them
- How to integrate legal arguments into your negotiation

- How men and women negotiate differently
- How to keep difficult people negotiating rationally
- How to close the deal
- How to respond when the other party focuses on positions
- How to plan for the most effective negotiation

Hilary Linton has taught and practiced mediation, negotiation and arbitration for 9 years after a 14-year litigation practice. **Prof. Michael Coyle** teaches mediation and negotiation at the University of Western Ontario Faculty of Law and writes extensively on the subject of negotiation power.



Hilary Linton

Where: Riverdale Mediation
393 University Avenue, Suite 2000,
Toronto, Ontario
When: February 1 & 2, 2010
Cost: \$850 plus GST (\$892.50)



Prof. Michael Coyle

For more information & to register: www.riverdalemediation.com
or contact Valérie at: valerie@riverdalemediation.com

