



RIVERDALE MEDIATION

INTENSIVE NEGOTIATION THEORY & SKILLS

INSTRUCTORS:

Hilary Linton and Prof. Michael Coyle

May 27, 2011

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, including:

- 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 10 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: May 27, 2011
Cost: \$550 plus HST (\$621.50)



Prof. Michael Coyle

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

Payment Policy: Please pay full fee by **April 26th, 2010** to guarantee your spot. Refunds less 10% admin fee issued up to one week prior to course date. We reserve the right to limit or decline registrations. Cheque or PayPal accepted.

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