

NEGOTIATION SKILLS FOR LAWYERS

Negotiating Successfully | Practising Successfully - only 20 people per centre



ABOUT THE WORKSHOP

Negotiation is central to nearly every professional activity performed by lawyers. The workshop teaches the theory of negotiation and the practical skills required to negotiate effectively for both litigators and transactional lawyers. The distinct challenges faced by lawyers every day are addressed.

During this personal and intensive two-day course, participants will learn how to conduct negotiations effectively and successfully by *inter alia*:

1. **CHANGING PERCEPTIONS** about themselves, their clients and the desired outcomes held by their counterparts (both colleagues and opposing parties)
2. **FRAMING** issues and objectives designed for superior outcomes and mutual gains.
3. **INFLUENCING** counterparts by changing their opinions and attitudes.
4. **DEPLOYING POWER** and reacting to the use of power.

All topics will be dealt with by means of real cases, role-plays, demonstrations and video aids.

Participants will receive valuable material to take home including "**Negotiations**" a practical handbook of negotiation secrets by Professor Spoelstra that is popular with and used by experienced professional negotiators.

PRESENTERS

Prof. Manie Spoelstra (D.Com, U.J.)

Author of four books on Negotiation Skills Manie has presented Negotiation Skills Training and Consultation on all World Continents for the last 25 years (ESKOM, Reliance (India), SASOL, Omnia, Intels (Nigeria), Bissel (USA), BHP Billiton, Agri SA, ELRC (Labour Union), MBD and others.



Reid W Corin B.Proc (UCT)

Reid obtained a law degree from the University of Cape Town (UCT) in 1980. He is a practicing attorney in Cape Town with 23 years' experience. He is also an admitted Solicitor of the Supreme Court of England and Wales and a member of Engage Negotiations.



TIME

09:00 – 16:00 (both days)

WHO SHOULD ATTEND?

Litigation and transactional attorneys who wish to increase the prospects of better results through better negotiations.

TOWN/CITY AND DATE

Cape Town	21 and 22 August 2012
Durban	28 and 29 August 2012
East London	11 and 12 September 2012
Port Elizabeth	18 and 19 September 2012
Johannesburg	25 and 26 September 2012
Pretoria	2 and 3 October 2012
Bloemfontein	9 and 10 October 2012

LEAD makes use of reputable venues. The venue for this seminar/workshop will be confirmed by LEAD with registration confirmation.

REGISTRATION FEES (VAT INCLUSIVE)

Practising attorneys: R 1500 per person

Candidate attorneys/support staff: R 950 per person

Practising attorneys from firms located further than 200 km from the closest venue: R 1 000 per person

Non-practising attorneys / Others: R 3 400 per person

- i. 5% discount is offered for 5 or more delegates from the same firm/organisation.
- ii. The registration fee includes full workshop material, all refreshments and lunch.
- iii. A certificate is issued on full attendance of the seminar.
- iv. Limited seats (only 20 people per centre) are available and registrations will be confirmed on a first-come, first-served basis.

HOW DO I REGISTER?

Please complete page 2 after and email it together with your payment details or proof of payment to annelie@LSSALEAD.org.za.

Payment can be made up-front by direct deposit (preferred), cheque or credit card. No registration will be confirmed if the payment details or proof of payment has not been included.

Any person who has registered for a seminar and fails to cancel (in writing) at least 48 hours prior to the seminar, shall be held liable for the payment. All refunds must be claimed in writing not more than 15 business days after cancellation.

LEAD reserves the right to cancel a learning activity should the number of delegates not justify the costs involved. Registered delegates will be given reasonable notice of cancellation.

Equip yourself. Become the professional negotiator your clients want. You will be remembered only by the results you achieve for them.

If you have questions on the seminar itself, please email seminars@LSSALEAD.org.za.

Tel: 012 441 4608/4613/4645

If you have questions on registering for the seminar, please email annelie@LSSALEAD.org.za

Annelie Dagnin Tel: 012 441-4669 or Tel: 012 441-4600 (switchboard)

* The Attorneys Fidelity Fund provides a substantial measure of funding to LEAD for the training of attorneys and candidate attorneys. This allows LEAD to offer quality training at affordable fees to its target audiences.

