

Negotiation Skills for Litigators



Synopsis

After the e-learning, you can prepare and conduct a short telephone or online negotiation. Our tutor will negotiate with you, and then give you expert feedback on your planning and negotiating skills. The coaching session is highly recommended as a way to embed and reinforce the key messages from the e-learning.



Junior lawyers and claims handlers



1 hour prep, 20-30 mins negotiation and feedback

Outcomes

You will receive clear action-focussed feedback on your approach.

Content

The negotiation coaching exercise can be based on a situation of your choice (relevant to your team) – e.g. seeking an extension of time, or a short quantum negotiation where liability has already been admitted. We can design the exercise to cover the factual, legal or procedural issues you want to address. Delegates simply download the exercise and fix their appointment online, and then complete the preparation work before conducting the negotiation by telephone or online.



Format

Individual planning followed by a telephone or online negotiation.

[Get in touch](#)