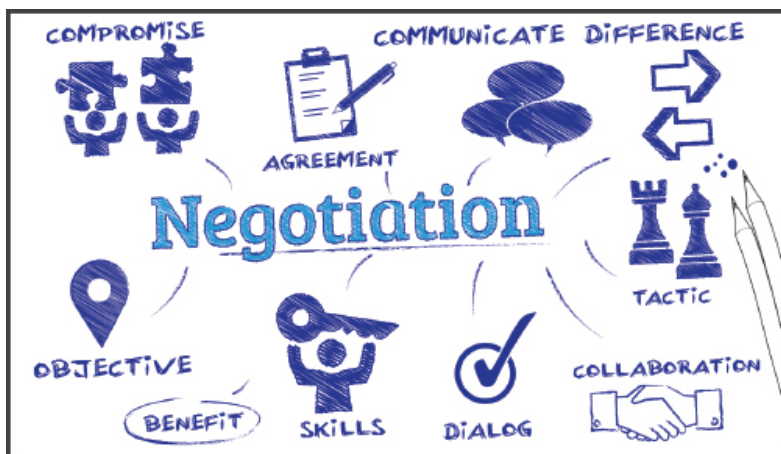


# NORTH CAROLINA BAR ASSOCIATION

seeking liberty + justice

## Negotiation Science Workshop



**LIVE**

Tuesday, May 21, 2019  
North Carolina Bar Center  
8000 Weston Parkway  
Cary

**6.0**  
HOURS

TOTAL CLE CREDIT

**REGISTER TODAY!**

Save 10% if registration is  
received by April 30, 2019.

[www.tinyurl.com/CLE894NGP](http://www.tinyurl.com/CLE894NGP)

## AVAILABLE FORMATS



### PROGRAM SUMMARY

This six-hour negotiation session focuses on providing attendees with practical tips that can be immediately put into practice for improved negotiation effectiveness.

Based on data from hundreds of negotiations, instruction focuses on best practices in several different negotiation scenarios, from simple, single-issue, two-party negotiations to complex, multi-issue and even multiparty negotiations.

During this course, attendees engage in two live negotiation simulations designed to test their negotiation abilities and learn proven strategies for effectively capturing value. The day concludes with discussion of a scoring system that can be implemented to aid even the most complex negotiation tasks.

# AGENDA

**TUESDAY, MAY 21, 2019 | 8:15 a.m. – 4:15 p.m.**

Speaker: Dr. Jeff Langenderfer, Meredith College, Raleigh

- 8:15        **Registration and Continental Breakfast**
- 8:55        **Welcome and Introductions**
- 9:00        **Fundamentals of Single-Issue Negotiation and Live Negotiation #1**
- 10:40       **Break**
- 10:55       **Multi-Issue Negotiation and Live Negotiation #2**
- 12:30       **Networking Lunch**
- 1:15        **Complex Negotiations and the Use of a Scoring System**
- 3:00        **Break**
- 3:15        **Scoring System Implementation Challenges and Solutions**
- 4:15        **Adjourn**

# PROGRAM DETAILS

## HOTEL INFORMATION

Contact hotels directly for reservations at the special NCBA room rate. Rates are based on availability and rooms may sell out.

### Embassy Suites

201 Harrison Oaks Boulevard, Cary

- **Nightly Rate:** \$174 single/double
- **Reservations:** 919.677.1840 or [www.tinyurl.com/NCBA-Embassy](http://www.tinyurl.com/NCBA-Embassy)
- **Corporate Account Code:** 2691626

### TownePlace Suites by Marriott

120 Sage Commons Way, Cary

- **Nightly Rate:** \$114 studio queen with sleeper sofa (Sunday–Thursday)
- **Reservations:** 919.678.0005
- **Ask for the NCBA corporate rate.**

## SPECIAL ACCOMMODATIONS

NCBA makes every effort to ensure a quality learning experience. If you have dietary restrictions or need special accommodations, please contact us at least one (1) week prior to the program start date.

## CLE AND PUBLICATION SCHOLARSHIPS

Full and partial scholarships are available for attorneys experiencing a financial hardship of any kind.

Apply at [www.ncbar.org/cle/scholarship](http://www.ncbar.org/cle/scholarship).

# REGISTER TODAY!

**Online:** [www.tinyurl.com/CLE894NGP](http://www.tinyurl.com/CLE894NGP) | **By phone:** 800.228.3402

**By mail:** Attn: Accounting–NCBA, 8000 Weston Parkway, Cary, NC 27513

## STEP 1: Tell us who you are. (Please print clearly.)

Print Full Name: \_\_\_\_\_

Address: \_\_\_\_\_

City, State and ZIP: \_\_\_\_\_

Daytime Phone Number: \_\_\_\_\_

Email Address: \_\_\_\_\_

NC State Bar No. (Required for MCLE Credit): \_\_\_\_\_

**STEP 2: Select your tuition rate.** (Register early and save 10%. Payment must be received three (3) weeks prior to program date to qualify for the early rate.)

**Standard Rate:**  \$395 /  \$355 *Early*

**NCBA Member:**  \$330 /  \$295 *Early*

## STEP 3: Select your learning format.

Live (894NGP)

## STEP 4: Complete your payment information.

(Registration is complete only after payment is processed. Please print clearly.)

I am registering for this program at the tuition rate checked above.

Enclosed is a check, payable to NCBA.  Please charge my credit card.

Card Number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Total Amount: \_\_\_\_\_ Signature: \_\_\_\_\_

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Discounts may be available for NCBA members who are students, law professors, judges or legal services/public interest attorneys. Call CLE at 800.228.3402 for details.

# NCBA

8000 Weston Parkway  
Cary, NC 27513

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# Negotiation Science Workshop

NCBA is an accredited CLE sponsor under the MCLE regulations promulgated by the North Carolina State Bar Board of Continuing Legal Education.

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**REGISTRATION:** All registrations are processed after payment is received. To qualify for the early tuition rate, payment must be received prior to the deadline indicated. Stated early discount rate percentage is approximate. Registrations may be capped based on venue size and may include an overflow room with additional seating. **CHANGES TO EXISTING REGISTRATIONS:** Should an attendee need to cancel his or her registration to a Live, Webcast or Video Replay program, the cancellation request must be received by 9:00a ET one (1) week prior to the start of the program to receive a full refund. Any attendee requesting cancellation less than one week prior to the program will receive a refund, less a \$75 administrative fee. An attendee may choose to transfer his or her registration at a program to the Live, Webcast or Video Replay format of the same program only. Transfer requests must be received by 9:00a ET one (1) business day prior to the program start date. An attendee may further choose to substitute his or her registration to a Live or Video Replay program only. Substitution means sending another person to attend the Live or Video Replay program when the original registrant is unable to attend. Substitution requests must be received by 9:00a ET one (1) week prior to the program start date. The substituted person may be assessed a different fee based on their NCBA membership classification. Cancellation, transfer and substitution requests must be provided in writing by email at [askcle@ncbar.org](mailto:askcle@ncbar.org) or by calling 800.228.3402. If an attendee misses any portion of a program, that portion is not subject to substitution, refund or transfer. Except as provided herein, registrations, including On Demand registrations, cannot be canceled, substituted or transferred once purchased. **NO-SHOWS:** Anyone who is registered for a program, including CLE Premier Pass holders, but does not check in is considered a no-show. No-shows are not issued a refund, and Premier Pass holders will be assessed a \$75 administrative fee. These registrants will receive the digital materials, available in their online accounts, in full consideration of tuition paid. **MISCELLANEOUS:** The NCBA reserves the right to cancel or reschedule programs at any time. Should the NCBA cancel or reschedule a program, registrants may elect to receive a full refund or attend the newly scheduled program. Notifications regarding program changes will be sent to the email address on file. The NCBA is not responsible for any additional expenses incurred as a result of such cancellation or rescheduling. Each attorney must maintain a record of his or her attendance for the NC State Bar Annual Report. MCLE credit is reported by the NCBA only if a NC State Bar number is provided. Registration and attendance at NCBA CLE programs constitutes an agreement by the registrant with the NCBA for use and distribution of the attendee's image or voice in photographs, videotapes, electronic reproductions and audiotapes of such programs and activities. Unless specified, spouses or guests are not eligible to attend NCBA CLE programs and activities without registering to attend. These terms are subject to change.