Negotiation Science Workshop

LIVE
Wednesday, December 11, 2019
North Carolina Bar Center
8000 Weston Parkway, Cary

REGISTER TODAY!
Save 10% if registration is received by November 20, 2019.
www.tinyurl.com/CLE929NGP
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 multi-party 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.

**What People Are Saying...**

This is an excellent course, one that would be beneficial for every sort of practitioner. Negotiation, and understanding the science associated with negotiation, is an invaluable skill, useful in all walks of life.

The speaker is extremely knowledgeable and experienced. His explanations and "real life" anecdotes are very informative. The role-play scenarios were very illustrative and informative, while the multi-issue scoring methodology was very interesting.

I was worried it would be over my level. While it was challenging, it was so worth it.

- Attendees, Negotiation Science Workshop (May 2019)
AGENDA

WEDNESDAY, DECEMBER 11, 2019 | 8:15 a.m. – 4:15 p.m.

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

12:35  Networking Lunch

1:20  Complex Negotiations and the Use of a Scoring System

2:50  Break

3:05  Scoring System Implementation Challenges and Solutions

4:15  Adjourn
Dr. Jeff Langenderfer is an associate professor of marketing and law and former associate dean at the School of Business at Meredith College. He holds a Ph.D. in business administration (marketing) from the University of South Carolina, a J.D. from North Carolina Central University and a B.A. in economics from UNC-Chapel Hill. Jeff has more than 20 years of experience in legal and negotiation consulting and has published more than 15 academic journal articles.

**SPECIAL INSTRUCTIONS**

Attendees need to bring a laptop with Microsoft Excel for this course.

**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.

We extend our sincere gratitude to Dr. Jeff Langenderfer, who volunteered his time and expertise toward the goal of presenting an educational program of the highest quality.

**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
- **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.**
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.

**Register Today!**

Online: www.tinyurl.com/CLE929NGP | 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 (929NGP)

**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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