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Fundamentals of a Successful Negotiation

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Although it is not always in the forefront of our minds, we all spend a significant part of our daily lives negotiating. We all negotiate with our spouses and significant others, with our children, and our co-workers. For lawyers, that percentage increases substantially since a large part of our day is spent in discussions with opposing counsel. Improving one's negotiation skills not only increases the potential for more successful results, but it also increases one's enjoyment throughout the process. Although my parents tell me that my first negotiation started soon after birth (some would call it manipulation rather than negotiation), I did not begin to formally study negotiation until well after completion of law school and commencement of practice of law.