

LAW SOCIETY PROFESSIONAL TRAINING

Centre of Excellence for
Professional Education and Lifelong Learning



Negotiation Skills for Lawyers

Date	2 December 2019
Time	2.00pm to 5.30pm
Venue	Law Society of Ireland
Fee	€186
Discounted* Fee	€160
CPD Hours	3.5 Management and Professional Development Skills (by Group Study)
Event Code	19023

Aim and Objectives

The aim of this course is to provide participants with the skills necessary to negotiate effectively in the legal world, so that they can optimise negotiation results on behalf of their clients or on their own behalf. The skills can also be used when negotiating with colleagues, suppliers and other third parties in the legal context.

By the end of this course, participants will be able to:

- Plan and prepare for effective negotiations in the legal context
- List learning points from an intriguing negotiation game called the “Currency game”
- Describe the optimal negotiation process when negotiating in the legal world
- List the six key rules for effective negotiation in the legal space
- Implement the learning points in real-life contexts as lawyers
- Describe a personal action plan that they will design, regarding how to improve their negotiation skills further

Topics and Issues to be covered

Planning and preparing for effective negotiations in the legal world

- Does negotiating in the world of law have to be a zero-sum game?
- Listing of the different items that lawyers negotiate
- The importance of driving towards WIN/WIN negotiations
- Exercise: the chef’s dilemma – an intriguing initial exercise showing the importance of Win-Win approaches

The currency exercise – an intriguing and emotional negotiation exercise

- Participants are asked to invest money in “dollars” or “euros”
- Various rounds of the exercise are undertaken
- Serial negotiations take place and are recorded on video
- Discussion and feedback

Key rules of negotiation – the negotiation process

- The “prepare-discuss-propose-bargain” approach
- Thinking about the ideal negotiation process and the negotiation rules: aim high, trade never give, get the other person’s shopping list in detail before making proposals, and other negotiation rules
- Dealing with tricky negotiators

End-of-course negotiation: learning points

- Participants are presented with a financial scenario in which they must undertake a complex negotiation on behalf of a client
- They are provided with an opportunity to implement all the skills of the course in practice
- The various negotiations are recorded on video for discussion afterwards
- Participants utilise this experience to review the key rules of negotiation and the negotiation process
- Action planning: negotiation skills to enhance profitability in the world of law, and when negotiating on behalf of clients

Speaker

Henry Hely Hutchinson

Henry delivers negotiation skills, interpersonal skills and management skills courses for lawyers, bankers and professionals worldwide.

Henry has a First Class degree in Modern Languages from Trinity College, Dublin and an MBA from Henley Management College. He started his career at the Commerzbank in Frankfurt where he worked in the foreign department in Trade Finance.

He has worked at DC Gardner Training and Euromoney Institutional Investor PLC for 25 years and has had two main roles during his time in the firm, as an organiser of global conferences and as a trainer in management, communication and selling skills.

At DC Gardner Training, where he was Managing Director for many years, Henry has delivered many “soft skills” training courses for banks, financial firms and law firms, including most of the most prestigious and best-known international law firms and banks. He ran regular training on an ongoing basis for one of London’s Magic Circle law firms.

Henry’s training assignments have spanned 15 years and well over 30 countries, and his core areas of specialism include Negotiation Skills, Management Development, Advanced Selling Skills, Communication Skills and consultancy for the legal and banking sectors on strategic matters relating to Human Resource Development.

Henry is accredited to use profiling tools such as the MBTI® in his courses, and delivers training in English, French and German. He has a PRINCE2 Project Management qualification.

In his conference career, he has negotiated some very complex joint venture deals with parties all over the world, notably in Asia, and also some very large client and supplier contracts, and he

enjoys putting the negotiation skills that he teaches into practice.

In the legal space, Henry runs training for many of Ireland's largest law firms on an ongoing basis, and also delivers training for Hong Kong and New York-based law firms. Other clients have included Barclays, Lloyds Bank, Commerzbank, Rabobank, Deutsche Bank, Bank of America, HSBC, AXA Group, and regulators such as the Securities and Futures Commission of Hong Kong.

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