



Multnomah Bar Association

Tuesday

September 30, 2014

3:00 – 5:00 p.m.

World Trade Center Mezzanine Room, Building 2, 26 SW Salmon, Portland

Registration forms with payment must be received by the MBA office by September 29 or the "at the door" registration fee will apply.

This seminar will be worth two hours of OSB MCLE credit. Two Washington MCLE credit can be obtained individually. Registrants who miss the seminar may request the handout materials. Sorry, no refunds. Substitutions are welcome; non-members may be subject to an additional fee. Accommodations available for persons with disabilities; please call in advance for arrangements.

# Negotiation Skills and Tactics

Negotiation is a fundamental part of most legal practices. Yet, few attorneys have received formal negotiation training or understand basic negotiation approaches. Mediator **Richard Spier** and other speakers to be announced will cover many key concepts in legal negotiation, applicable for litigators and transactional attorneys alike. Learn about different negotiation styles, how to credibly advocate for your clients and maximize their outcome by making timely demands and offers, and how to respond to common problems arising in various types of negotiations.

**For more information:** Call Will Glasson, University of Oregon School of Law at 503.412.0468. For registration questions, call the MBA at 503.222.3275.

Name \_\_\_\_\_

Firm \_\_\_\_\_

Billing Address \_\_\_\_\_

Phone \_\_\_\_\_ OSB # \_\_\_\_\_

Send form and payment to:  
**Multnomah Bar Association**  
620 SW 5<sup>th</sup> Ave Ste 1220  
Portland OR 97204  
Fax 503.243.1881 (for credit cards only) Ph 503.222.3275

**Register me for the seminar as indicated:**

- MBA Member \$55.00
- MBA Member at the door \$60.00
- Non-MBA Member \$85.00
- Non-MBA Member at the door \$90.00

**I will not be attending but would like to order:**

- CD ROM / & Handouts (Member) \$55.00
- CD ROM / & Handouts (Non-Member) \$85.00

**Payment Options:**

- Check (enclosed) *or*
- Visa       MasterCard       American Express

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