

A Comprehensive Approach to Negotiating

The Right Tactics
@ the Right Time™

With the **Honorable Russell Carparelli:**
Mediator, Innovator, Judge, Leader, Lawyer

LIVE PROGRAM & LIVE WEBCAST:

MAY 18, 2017

Live program at the CBA-CLE Classroom • 1900 Grant Street, Suite 300, Denver, CO

As part of your tuition, you will be able to take the KRAYBILL CONFLICT STYLE INVENTORY, a conflict style inventory that will show you your preferred style of conflict management and give you detailed suggestions for optimizing your personal conflict style.

PROGRAM HIGHLIGHTS:

- A Comprehensive Approach to Negotiations in a Nutshell
- The Right Tactics at the Right Time
- Negotiator Styles and Ethics
- Bargaining
- ... and much more!

**CLE ELITE
PASS HOLDERS**
*Can Attend This
Program for*
FREE!

VIDEO REPLAYS: JUNE 8, 2017 • Denver, Colorado Springs, and Grand Junction

CLE CREDITS: Submitted for 7 General CLE Credits, Including 1 Ethics Credit

REGISTER FOR THIS PROGRAM ONLINE! Go to www.cba-cle.org

A Comprehensive Approach to Negotiating

The *Right Tactics* @ the *Right Time*™

Every aspect of transactional and litigation law practices involves negotiation – from negotiating transactions to resolving disputes that occur during implementation and operations – from negotiating the pre-trial litigation process to negotiating settlements and participating in mediation. Being an effective negotiator in all aspects of legal practice can mean the difference between success and failure. This is precisely why attending Judge Russell Carparelli's Negotiating Skills program on May 18 is a part of taking your practice to the next level.

In just one day, you will get a comprehensive approach to negotiations. You will discover the most effective negotiation paradigm and the roles that values and emotions play. As part of your tuition, you will take the Kraybill Conflict Style Inventory to determine your negotiating style. You will learn about the five most common negotiating styles, and the strengths and weaknesses of each style when paired with other styles.

Did you know there are predictable stages of negotiations? Learn the challenges of each stage, the best tactics for each stage, and how to use *The Right Tactics @ the Right Time*™ in order to reach an agreement that all parties will commit to and honor.

You will spend the day learning these skills, tips and techniques with Russell Carparelli, a nationally known judge, mediator, innovator, and leader. **REGISTER TODAY!**

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You might also be interested in these upcoming CBA-CLE programs:

- **Colorado and Federal Arbitration Law and Practice**, a CBA-CLE Books in Action program – MARCH 30, 2017
- **How to Spot a Liar** – APRIL 13, 2017
- **11th Annual Colorado ADR Conference** – NOVEMBER 17, 2017

For details, call us at (303) 860-0608, or visit us on the web at www.cba-cle.org

AGENDA:

8:30 am Registration and Continental Breakfast

9:00 am A Comprehensive Approach to Negotiations

- The Paradigm Shift
 - Decisions, Decisions, Who's Making Decisions?
 - How to Influence People Without Making Friends
 - Essential Skills
-

10:15 am Networking Break

10:30 am The *Right Tactics @ the Right Time*™

- The Predictable Stages of Negotiations
 - Preparing to Negotiate
 - Closing and Preserving the Argument
-

11:45 am Lunch on Your Own

1:00 pm Negotiator Styles and Ethics

- The Prisoner's Dilemma
 - What's Your Style?
 - Style Strengths and Dangers
 - Ethical Principles
-

2:00 pm Networking Break

2:15 pm Bargaining and Closing the Deal

- Distributive Bargaining Isn't Win-Win
 - Concessions
 - Tactics & Skills: Anchoring, Authority, Bogey, Bulwarism, Creative Currency, Deadlines, Fostering Doubt & Risk, Influencing BATNA, How to Say Yes, Log-rolling, Nibbling, Time Value of Money
-

3:15 pm Negotiating Exercise

4:15 pm Review, Summary and Q&A

4:45 pm Adjourn

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PRAISE FOR THE COURSE:

"One of the best CLE's ever." • "Would highly recommend to others." • "Heard many things I had not heard in 28 years of practice!" • "Very helpful & thought provoking." • "It's a comprehensive distillation of the wide range of negotiation materials & resources. Don't have to read 12 books on negotiation!" • "I love that the course teaches foundational elements that I can apply to my style, not just someone's version of how to negotiate." • "Great program." • "Great tools."

PRAISE FOR THE PRESENTER:

"Judge Carparelli and his expertise [were the best aspects of this program], great CLE!" • "[His] style is very organized and easy to follow." • Judge Carparelli is a great and interactive presenter." • "[His] knowledge & presentation added much." • "[He] isn't teaching his style, but the framework for applying my own style." • "Judge Carparelli is a rock star!!"

MEET YOUR DISTINGUISHED PRESENTER:



Honorable Russell Carparelli

Mediator, Innovator, Judge, Leader, Lawyer

Colorado Court of Appeals Senior Judge Russell Carparelli has taught and lectured on the subject of negotiation strategy and tactics for 20 years. He has litigated, tried, or presided as a judge in more than 1,000 cases, and has negotiated scores of settlements. His subject matter expertise includes the full breadth of civil law and complex litigation. He provides mediation services in complex cases as a mediator for AB Conflict Resolution Services.

Judge Carparelli has received many honors and awards. In 2008, he received the Denver Bar Association Judicial Excellence Award. In 2010, he was awarded the American Bar Association Coalition for Justice, Burnham "Hod" Greeley Award for outstanding contribution to promoting public awareness of the importance of a fair, impartial and independent judiciary through the Colorado Bar Association Our Courts Project. He was the 2012 recipient of the Honorable William J. Brennan, Jr., Award in recognition of outstanding skills as a member of the judiciary as well as his contributions to the National Trial Advocacy College and the legal profession. Also in 2012, Judge Carparelli received the American Bar Association Dispute Resolution Section Civility and Law Award and the Colorado Bar Association recognized him for his dedication to civility in the legal profession.

Russell Carparelli is on the University of Denver Sturm College of Law Alumni Council and the Board of the Colorado Judicial Institute. He is the Chair of the American Bar Association Judicial Division Judicial Outreach Network, co-founder of the Colorado Judicial Institute & Colorado Bar Association Our Courts public education initiative, cofounder of Our Courts America, consultant to Our Courts Wisconsin and Our Courts Arizona, a Fellow of the American and Colorado Bar Foundations, a member of the Colorado and Denver Bar Associations Professionalism Coordinating Council, and a past member and working group chair of the Chief Justice's Commission on the Legal Profession. He was also a member of the Chief Justice's select committee to develop the Judicial Learning Center at the Ralph L. Carr Colorado Judicial Center.

A COMPREHENSIVE APPROACH TO NEGOTIATING



Register by PHONE

when using VISA, MC or AmEx

In Denver: (303) 860-0608

Toll-Free: (888) 860-2531



Or FAX form to

when using VISA, MC or AmEx

FAX to: (303) 860-0624



Or MAIL form to

CBA-CLE

1900 Grant St, Suite 300
Denver, CO 80203-4303



Or Register ONLINE

when using VISA, MC or AmEx

Go to www.cba-cle.org

PROGRAM ORDER FORM

STEP 1 - REGISTRATION TYPE: (Select live program, live webinar, or video replay)

- ☐ **LIVE PROGRAM: MAY 18, 2017** - In Denver at the CBA-CLE Classroom, 1900 Grant St., Suite 300 (LI051817L)
- ☐ **LIVE WEBCAST: MAY 18, 2017** - Must have access to high-speed internet (LI051817W)
- ☐ **VIDEO REPLAY: JUNE 8, 2017** - Please indicate video replay location:
- ☐ **Denver:** CBA-CLE Classroom, 1900 Grant Street, Suite 300 (LI051817V)
- ☐ **Colorado Springs:** 421 S. Tejon Street, Suite 100 (LI051817VCS)
- ☐ **Grand Junction:** 1250 E. Sherwood Drive (LI051817VGJ)

STEP 2 - MATERIALS FORMAT:

- ☐ Digital Download via EMAIL (sent 24-48 hrs. prior to the conference) ☐ Printed Book (pick up at conference)

STEP 3 - REGISTRATION CATEGORIES:

- ☐ Non-member:\$349 ☐ CBA Member:\$309
- ☐ CBA Business Law Section Member:\$269 ☐ CBA Elder Law Section Member:\$269
- ☐ CBA Family Law Section Member:\$269 ☐ CBA Labor & Emp. Law Section Member:\$269
- ☐ CBA Litigation Section Member:\$269 ☐ CBA Real Estate Law Section Member:\$269
- ☐ CBA Trust & Estate Law Section Member:\$269 ☐ **New Lawyer Edge Partner:\$154.50**
- ☐ **CLE Elite Pass Holder:FREE**

PROGRAM ORDER FORM TOTAL \$ _____

HOMESTUDY ORDER FORM

To receive CLE Credit you must purchase both the course materials AND the recorded seminar.

STEP 1 - SELECT DESIRED PRODUCT FORMAT:

- ☐ **Video-On-Demand** (LI051817N) ☐ **MP3 Audio Download** (LI051817J)
- ☐ **Paper course materials and recorded homestudy on Audio CD** (LI051817D)

STEP 2 - SELECT PAYMENT CATEGORY:

- ☐ Non-member:\$349 ☐ CBA Member:\$309
- ☐ **New Lawyer Edge Partner\$154.50** ☐ **CLE Elite Pass Holder** (MP3 & VOD Only):...**FREE**
- ☐ **CLE Basic Pass Holder** (MP3 & VOD Only):**FREE**

STEP 3 - COURSE MATERIALS ONLY: (Paper Only - LI051817C) Skip this step if you purchased the HOMESTUDY.

- ☐ Non-member: \$125 ☐ CBA Member: \$95

NOTE: Shipping & handling only applies to orders you receive via mail. Materials will be mailed to you approximately 2 weeks after live program.

Price \$ _____

Shipping & Handling \$ 10.95

Subtotal \$ _____

Applicable Sales Tax (7.62% Denver, 4% RTD and 2.9% rest of Colo.) \$ _____

HOMESTUDY ORDER FORM TOTAL \$ _____

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Credit Card # _____ Exp. Date _____

Signature (Required for credit card orders) _____

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PROGRAM LEVEL:
ALL Levels



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