

# A Comprehensive Approach to Negotiating

## The Right Tactics at the Right Time

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



**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.



LIVE PROGRAM & LIVE WEBCAST:

## AUGUST 11, 2016

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

### PROGRAM HIGHLIGHTS:

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

VIDEO REPLAYS: **SEPTEMBER 7, 2016** • Denver, Colorado Springs, and Grand Junction

**REGISTER FOR THIS PROGRAM ONLINE! Go to [www.cba-cle.org](http://www.cba-cle.org)**

# A Comprehensive Approach to Negotiating

## The Right Tactics at the Right Time

---

**E**very aspect of transactional and litigation law practice involves negotiation – from negotiating transaction agreements to resolving post-execution disputes to 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 August 11 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 find out 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 at the right time in order to reach an agreement that all parties are satisfied with.

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

### LIVE PROGRAM & LIVE WEBCAST: AUGUST 11, 2016

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

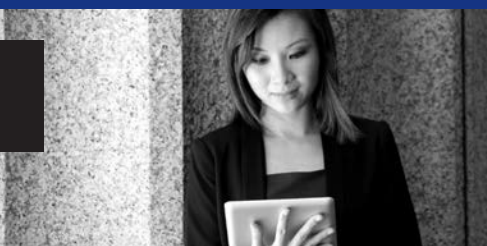
---

VIDEO REPLAYS: **SEPTEMBER 7, 2016** • Denver, Colorado Springs, and Grand Junction

---

CLE CREDITS: Submitted for 6 General CLE Credits, Including 1 Ethics Credit

## The CLE Pass: The Smart Thing To Do



**With this incredible resource, you get unlimited access to the best catalog of CLE seminars in Colorado, all at a fraction of what you would normally pay!**

---

*For more information, go to [www.cba-cle.org](http://www.cba-cle.org) for the information & enrollment packet.*

## 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
- Frame It!

**10:15 am Networking Break**

**10:30 am The Right Tactics at the Right Time**

- The Predictable Stages of Negotiations
- Preparing to Negotiate
- Essential Bargaining Skills and Techniques
- 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

**1:50 pm Networking Break**

**2:00 pm Bargaining**

- 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

**3:00 pm Negotiating Exercise**

**4:00 pm Review, Summary and Q&A**

**4:30 pm Adjourn**

---

***REGISTER FOR THIS PROGRAM ONLINE! Go to [www.cba-cle.org](http://www.cba-cle.org)***



## Honorable Russell Carparelli

*Mediator, Innovator, Judge, Leader, Lawyer*

Former Colorado Court of Appeals Judge Russell Carparelli has litigated, tried, or presided as a judge in more than 1,000 cases. He retired from the Colorado Court of Appeals in December 2013, and now brings extraordinary breadth and depth of experience to mediation and negotiation. His subject matter expertise includes the full breadth of civil law and complex litigation. Judge Carparelli brings special expertise in negotiations, having negotiated scores of settlements and taught and lectured on the subject of negotiation strategy and tactics.

Before becoming an appellate judge, Judge Carparelli was a prosecutor, commercial litigator, and trial court judge. During his military career, he served in the Pentagon as the Chief of Civilian Personnel and Labor Litigation when the Air Force had 300,000 civilian personnel and hundreds of pending lawsuits around the nation. He later served as special litigation counsel to the Air Force Secretary and General Staff. His experience in private practice and on the Colorado Court of Appeals includes commercial and government contracts, construction and real estate, employment, environmental, insurance coverage and bad faith, professional liability, personal injury, probate, and aircraft leasing and maintenance.

Judge Carparelli is a mediator for Conflict Resolution Services, and a member of the Association for Conflict Resolution. His mediation focus is on complex disputes in the following areas: commercial contracts; government contracts; construction and real estate; employment; environmental; insurance coverage and bad faith; professional malpractice and liability; personal injury and probate.

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, co-founder of Our Courts America, 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](http://www.cba-cle.org)

## PROGRAM ORDER FORM

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

- ☐ **LIVE PROGRAM: AUGUST 11, 2016** - In Denver at the CBA-CLE Classroom, 1900 Grant St., Suite 300 (LI081116L)
- ☐ **LIVE WEBCAST: AUGUST 11, 2016** - Must have access to high-speed internet (LI081116W)
- ☐ **VIDEO REPLAY: SEPTEMBER 7, 2016** - Please indicate video replay location:
- ☐ **Denver:** CBA-CLE Classroom, 1900 Grant Street, Suite 300 (LI081116V)
- ☐ **Colorado Springs:** 421 S. Tejon Street, Suite 100 (LI081116VCS)
- ☐ **Grand Junction:** 1250 E. Sherwood Drive (LI081116VGJ)

### 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:

- |  |   |
|--|---|
| <input type="checkbox"/> Non-member:.....\$349                           | <input type="checkbox"/> CBA Member: .....\$309                         |
| <input type="checkbox"/> CBA Business Law Section Member:.....\$269      | <input type="checkbox"/> CBA Elder Law Section Member:.....\$269        |
| <input type="checkbox"/> CBA Family Law Section Member: .....\$269       | <input type="checkbox"/> CBA Labor & Emp. Law Section Member: ...\$269  |
| <input type="checkbox"/> CBA Litigation Section Member: .....\$269       | <input type="checkbox"/> CBA Real Estate Law Section Member: .....\$269 |
| <input type="checkbox"/> CBA Trust & Estate Law Section Member: ...\$269 | <input type="checkbox"/> New Lawyer Edge Partner: .....\$154.50         |
| <input type="checkbox"/> <b>CLE Elite Pass Holder:.....FREE</b>          |   |

**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** (LI081116N) ☐ **MP3 Audio Download** (LI081116J)
- ☐ **Paper course materials and recorded homestudy on CD-Rom** (LI081116D)

### STEP 2 - SELECT PAYMENT CATEGORY:

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

### STEP 3 - COURSE MATERIALS ONLY: (Paper Only - LI081116C) 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 TOTAL \$ \_\_\_\_\_**

Name \_\_\_\_\_ Atty. Reg. # \_\_\_\_\_

Firm/Organization \_\_\_\_\_

E-Mail Address \_\_\_\_\_

Street Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Telephone ( ) \_\_\_\_\_ Fax ( ) \_\_\_\_\_

☐ Enclosed is my check made payable to **CBA-CLE** ☐ VISA ☐ MasterCard ☐ AmEx

Credit Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_

Signature (Required for credit card orders) \_\_\_\_\_

**CLE Use Only:** Check #: \_\_\_\_\_ Approval #: \_\_\_\_\_

# A Comprehensive Approach to Negotiating

The Right Tactics  
at the Right Time

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



The nonprofit educational arm of the  
Colorado and Denver Bar Associations

1900 Grant Street, Suite 300, Denver, Colorado 80203-4303

Nonprofit Org.  
U.S. Postage Paid  
Permit No. 1638  
Denver, CO

## LIVE PROGRAM & LIVE WEBCAST: AUGUST 11, 2016

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

VIDEO REPLAYS: SEPTEMBER 7, 2016 • Denver, Colorado Springs, and Grand Junction

CLE CREDITS: Submitted for 6 General CLE Credits, Including 1 Ethics Credit

**REGISTER FOR THIS PROGRAM ONLINE! Go to [www.cba-cle.org](http://www.cba-cle.org)**