

GETTING TO YES: NEGOTIATING MORE EFFECTIVELY

Tuesday, October 10, 2017

12:00 – 1:00 p.m.

Versailles 3-4

Paul F. Levy

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Concord, MA

Interviewed by Hon. Jeffery P. Hopkins

U.S. Bankruptcy Court for the Southern District of Ohio

Cincinnati, OH

1. What's BATNA (best alternative to a negotiated agreement)?
2. Does each party's BATNA remain constant throughout the negotiation?
3. How do I learn the other party's BATNA?
4. What role does non-monetary interests play in negotiations?
5. The perception is that differences tend to separate us, is that an obstacle in negotiations?
6. In negotiations, if there are "easy" issues around which consensus can be quickly obtained, is it better to address those issues first, and leave the "hard" ones for later?

NOTE TAKING OUTLINE

7. How do honesty and openness affect negotiations?
8. Are there negotiation problems that are unique to lawyers?
9. What can lawyers do to become more effective negotiators?