

TennBarU

CLE FOR TENNESSEE

Turn Disputes Into Deals:
Strategies, Tools and Skills for Negotiating Success
April 24, 2014 – TBA Bar Center

Program Description: This seminar, in addition to providing legal and ethical updates, will provide the practitioner with insights regarding every aspect of the arbitration process. Key issues such as strategic bargaining issues and effective collaborative negotiations will be discussed in depth.

Program Producer Jackie Kittrell, *Community Mediation Center*

Agenda

Total Credit hours: 4.0 General: 1.0 dual

- 8:30 – 9:00 a.m. **Registration/Welcome**
- 9:00 – 9:30 a.m. **Planned Early Negotiations**
Jackie Kittrell, *Community Mediation Center*
- 9:30 – 10:30 a.m. **Negotiation Principles**
John Blankenship, *Blankenship & Blankenship*
- 10:30 – 10:45 a.m. **BREAK**
- 10:45 – 11:30 a.m. **Barriers to Negotiations and Techniques For Overcoming Barriers**
A review of the tools to overcome strategic, psychological, cognitive, structural and other barriers before and during negotiations.
Stephen L. Shields, *Jackson, Shields, Yeiser & Holt*
- 11:45 – 1:00 p.m. **Lunch (on your own)**
- 1:00 – 1:30 p.m. **Effective Collaborative Negotiations**
Becky Jacobs, *University of Tennessee College of Law*
- 1:30 – 2:00 p.m. **Demonstration**
Becky Jacobs, *University of Tennessee College of Law*
- 2:00 – 2:45 p.m. **Panel Discussion on Strategic Bargaining Issues**
Becky Jacobs, *University of Tennessee College of Law*
Leigh Ann Roberts, *Papa & Roberts, PLLC*
Stephen L. Shields, *Jackson, Shields, Yeiser & Holt*

2:45 – 3:00 p.m.

BREAK

3:00 – 4:00 p.m.

Negotiation Ethics

Larry Bridgesmith, *Bone McAllester Norton PLLC*