Successful people are excellent negotiators: what is their secret?

Successful people negotiate throughout their career: business people negotiate with banks, regulators and competitors; lawyers negotiate with clients, opponents, colleagues and judges, they negotiate to win big or to lose small, they negotiate to gain the support of their team and superiors, and to persuade clients or adversaries. Without negotiation, lawyers would not be able to solve problems.

High school and college students will enjoy this dynamic course that takes them through the theory and practice of negotiation. With a mixture of lecture and practical scenarios, participants will be encouraged to:

- Understand the basic elements of negotiation
- Avoid the common pitfalls and maximize success by using few, golden rules
- During the last session, participants will test their skills through a simulated negotiation

**Location:** William & Mary Law School, 613 S. Henry St., Williamsburg, VA

**Dates/Times:** Wednesday-Friday, **July 18-20, 2018** (9:00 a.m. – 12:00 p.m.)

**Cost:** $210.00*

**Register:** [https://www.regonline.com/introtonegotiations2018](https://www.regonline.com/introtonegotiations2018)

**Instructor:** Iria Giuffrida, Visiting Assistant Professor of Law and Associate Director for Research at the Center for Legal and Court Technology, William & Mary Law School

Professor Giuffrida has a PhD in Law and has been a commercial litigator in London for nearly a decade.

**Presented by:** The Center for Legal and Court Technology, The College of William & Mary Law School

*A limited number of need-based scholarships will be available. Please contact clct@wm.edu or call 757-221-2494 to learn more.

For additional information, please contact us at clct@wm.edu or 757-221-2494.