

1990

Negotiation Skills Law Center 1990 Brochure

Nova University

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NEGOTIATION SKILLS

Sponsored By:

The Shepard Broad Law Center
of Nova University

Department of Continuing
Legal Education

FLORIDA BAR COURSE APPROVAL

This program has approval from the Florida Bar Designation and/or Certification Plan.

CLE

HOURS
6.5

AREA
General

SCHEDULE

Live Presentation/Shepard Broad
Law Center of Nova University

Friday, September 14, 1990

Registration:

8:30 A.M.	Registration and Distribution of Materials
9:00-9:15 A.M.	Introductory Remarks
9:15-10:30 A.M.	The Psychological Aspects of Negotiating: Verbal and Nonver- bal Communications
10:30-10:45 A.M.	Break
10:45-11:45 A.M.	Negotiating Tech- niques: The Different Models
11:45 A.M.	Lunch Break
1:00-2:00 P.M.	Set up Teams and Prepare Negotiation Strategy
2:00-3:00 P.M.	Negotiate
3:00-3:15 P.M.	Break
3:15-4:00 P.M.	Negotiation Demonstration
4:00-4:30 P.M.	Questions and Answers

NEGOTIATION SKILLS

SPONSORED BY:

The Shepard Broad
Law Center of Nova University
Department of Continuing Legal
Education

This seminar is designed to enhance skills in negotiation techniques for practitioners in every field of law. The program will include an analysis of negotiation techniques and the psychology of negotiation. In addition, participants will engage in a simulated negotiation exercise and witness a mock negotiation interaction.

The level of this program is Intermediate. This program is pending approval by the Florida Bar for C.L.E. credit. Credit from other state bars will be obtained on an as-requested basis.

NOTE THAT THERE IS A SPECIAL PRICE FOR EARLY REGISTRATION. PLEASE REGISTER EARLY!

For further information, please contact the C.L.E. Programs Department at (305) 760-5773.

LOCATION OF LECTURE:

Fort Lauderdale Live Presentation
Shepard Broad Law Center of
Nova University
3100 S.W. 9th Avenue
Fort Lauderdale, Florida

DATE AND TIME OF LECTURE:

Friday - September 14, 1990
Registration 8:30 A.M.

BIOGRAPHIES OF SPEAKERS AND DEMONSTRATORS



Mary A. Dutton, Ph.D.

Nova University School of Psychology,
Clinical Psychologist;
Associate Professor of Clinical Psychology;
Founder and Director of the Family Violence
Program and Applied Clinical Research and
Training Program;
Director of Clinical Training.



Michael F. Flynn, Associate Professor

Shepard Broad Law Center of
Nova University,
J.D., cum laude, Gonzaga University;
Instructor of Interviewing, Counseling and
Negotiations, Shepard Broad Law Center;
Former Assistant Attorney General,
Washington State; Member Washington Bar.



Henry Latimer, Partner - Fine Jacobson

J.D., University of Miami;
Former Circuit Judge, 17th Circuit,
Broward County, Fla.;
Special Master, 11th & 17th Judicial Circuit;
Florida Bar Mediation and Arbitration Rules
Committee.



Paul R. Lipton, Partner - Fine Jacobson

J.D., Washington University;
Former Assistant State Attorney - New York;
Lecturer & Workshop Leader with the
Florida Bar Trial Advocacy Program for both
family law and general practitioners;
Adjunct Professor - Nova University
Shepard Broad Law Center.

NEGOTIATION SKILLS

REGISTRATION/REPLY FORM

(NAME)

(DAYTIME PHONE)

(ADDRESS)

(CITY, STATE, ZIP CODE)

Negotiation Skills Workshop-CLE Sept. 14, 1990

Registration Schedule:

Early Registration (received by Sept. 10, 1990)	\$ 100
Regular Registration (received after Sept. 10)	\$ 125
Nova Alumni & Public Sector Employees (received by Sept. 10, 1990)	\$ 90
(received after Sept. 10, 1990)	\$ 115
Full Time Law Students	\$ 40
Materials Only	N/A

Make checks payable to NOVA LAW CENTER.
Send your completed registration form with your
check to:

SHEPARD BROAD LAW CENTER
OF NOVA UNIVERSITY
CLE PROGRAMS DEPARTMENT
3100 Southwest Ninth Avenue
Fort Lauderdale, Florida 33315

FOR REGISTRATION INFORMATION CALL
the CLE Programs Department at (305) 760-5773



NOVAUNIVERSITY

SHEPARD BROAD LAW CENTER

CLE Programs Department

3100 Southwest Ninth Avenue

Fort Lauderdale, Florida 33315

Negotiation Skills Workshop