

38th Annual
Corporate Counsel Institute
NEGOTIATING ETHICS?

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Wilson Chu and Barrett Howell

present

***Are You
SMARTER
Than a First Year
Associate?***



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Critics Love Us...



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*“This was the first ethics presentation
that I didn’t sleep through.”*

*Senior In-House Lawyer
BigOil, Inc.*



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Today's Lessons

- Client Confusion
- Conflicts of Interest
- Attorney-Client Privilege



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Just the Facts

- CrabApple Energy, Inc. is negotiating a JV with Careless Ocean Drilling, Inc. to develop Algaetane, the super green fuel of the future, which applied topically also cures male pattern baldness
- You know that CrabApple's willing to contribute up to \$100M to Careless JV Corp.'s capital. Wanting to impress CrabApple's CEO with your negotiating skills, can you tell opposing counsel that \$25M is CrabApple's best-and-final offer?



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38th Annual Corporate Counsel Institute session
"Ethics of Negotiation: Are You Smarter Than a First Year Associate?"