

15<sup>th</sup> Annual  
Gas and Power Institute  
**NEGOTIATING ETHICS?**

Wilson Chu  
McDermott Will & Emery  
wchu@mwe.com  
214-295-8088

Barrett Howell  
K&L Gates  
barrett.howell@klgates.com  
214-939-5545

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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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Title search: Ethics of Negotiation: Are You Smarter than a First-Year Associate?

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15<sup>th</sup> Annual Gas and Power Institute session  
"Ethics of Negotiation: Are You Smarter than a First-Year Associate?"