





"This was the first ethics presentation that I didn't sleep through."

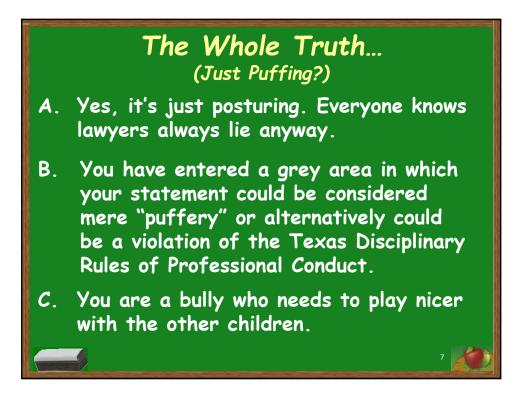
Senior In-House Lawyer BigOil, Inc.

Today's Lessons

- The Whole Truth
- Client Confusion
- Attorney-Client Privilege
- Conflicts of Interest

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?



The Whole Truth... (Just Puffing?)

Texas Rule 4.01

In the course of representing a client a lawyer shall not knowingly:

(a) make a false statement of material fact or law to a third person; or

(b) fail to disclose a material fact to a third person when disclosure is necessary to avoid making the lawyer a party to a criminal act or knowingly assisting a fraudulent act perpetrated by a client. Find the full text of this and thousands of other resources from leading experts in dozens of legal practice areas in the <u>UT Law CLE eLibrary (utcle.org/elibrary)</u>

Title search: Negotiating Ethics?

Also available as part of the eCourse 2016 Mergers and Acquisitions eConference

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