

The **Right Number** at the
Wrong Time is the
Wrong Number

Place	Time	=
Right	Right	Successful
Right	Wrong	Frustrated
Wrong	Right	Lost
Wrong	Wrong	Dead

Don Philbin



PICTURE IT SETTLED
 NEGOTIATION ART INFORMED BY SCIENCE

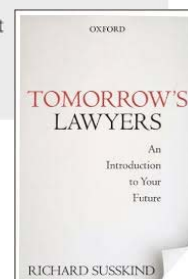
Negotiation Key Legal Task: Transactions and Litigation (Susskind)

LITIGATION TASKS

- Document review
- Legal research
- Project management
- Litigation support
- (Electronic) disclosure
- Strategy
- Tactics
- Negotiation*
- Advocacy

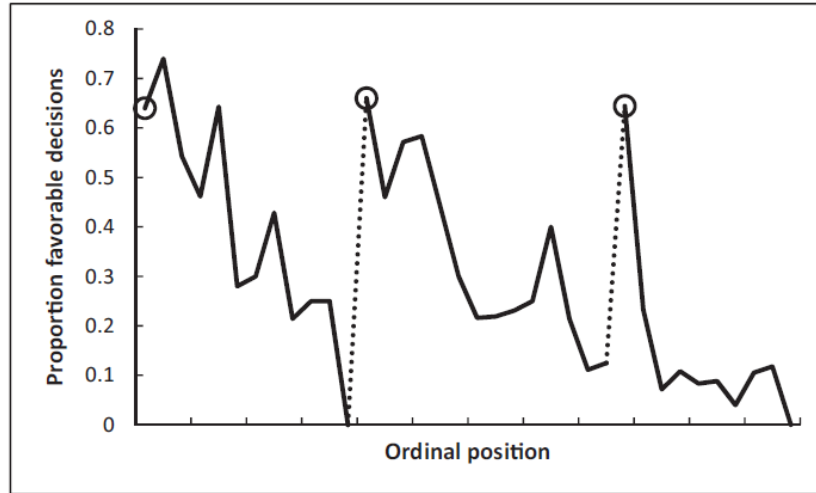
TRANSACTIONAL TASKS

- Due diligence
- Legal research
- Transaction management
- Template selection
- Negotiation*
- Bespoke drafting
- Document management
- Legal advice
- Risk assessment



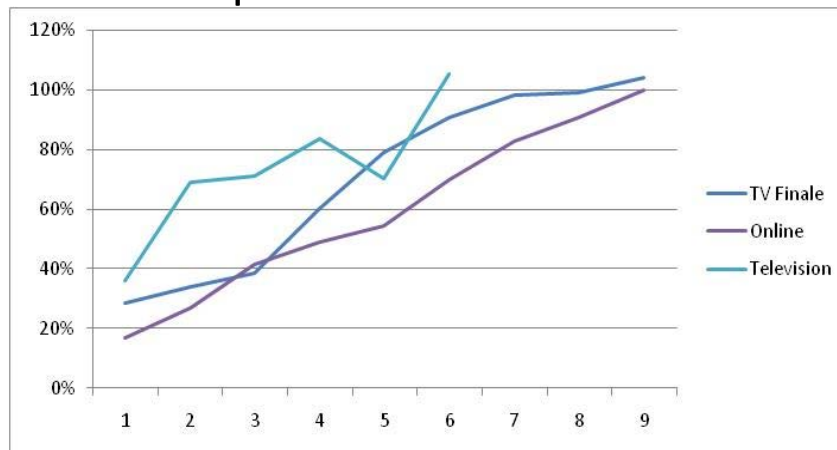
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Timing May Not Be Everything, But . . .



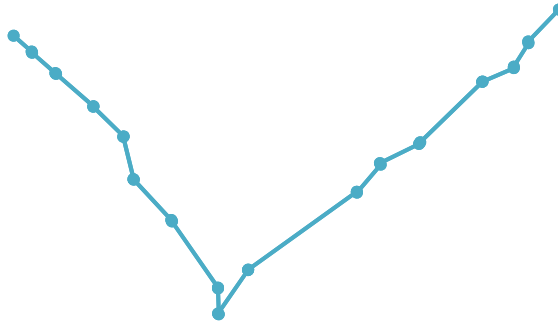
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Time and Information: Path-Dependent Reference Points



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Test Case: Injury/Wrongful Death



Cut to the Chase



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