

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



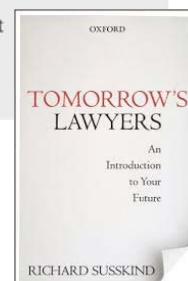
Negotiation Key Legal Task: Transactions and Litigation (Susskind)

LITIGATION TASKS

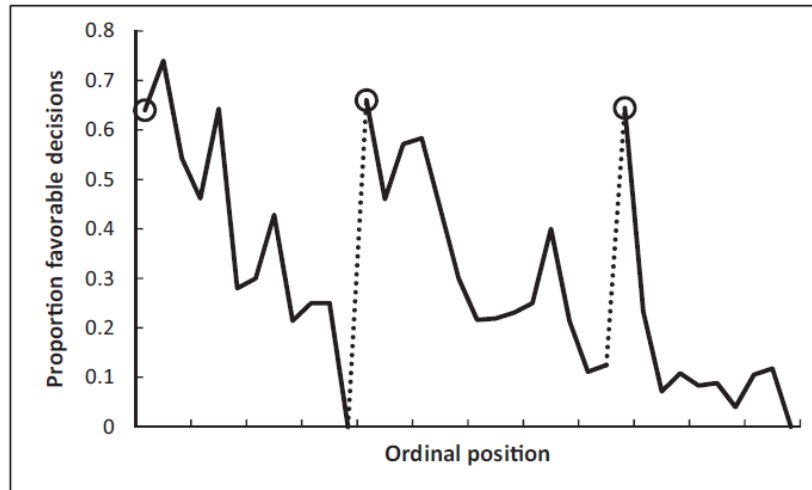
Document review
Legal research
Project management
Litigation support
(Electronic) disclosure
Strategy
Tactics
Negotiation
Advocacy

TRANSACTIONAL TASKS

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

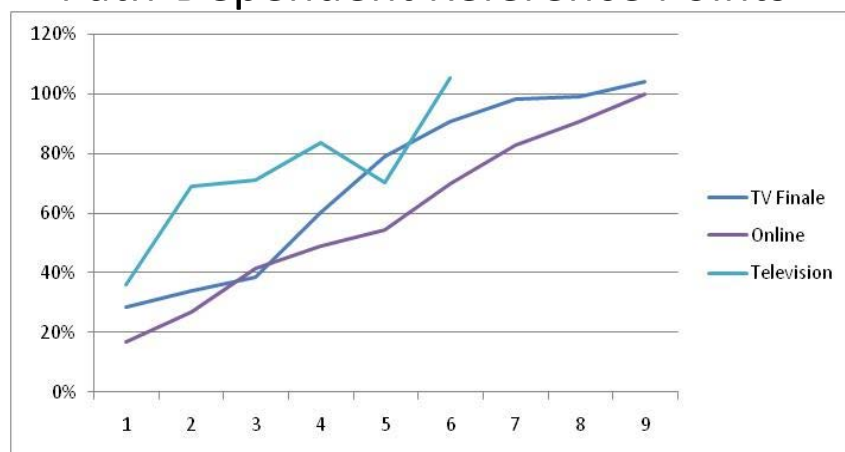


Timing May Not Be Everything, But . . .



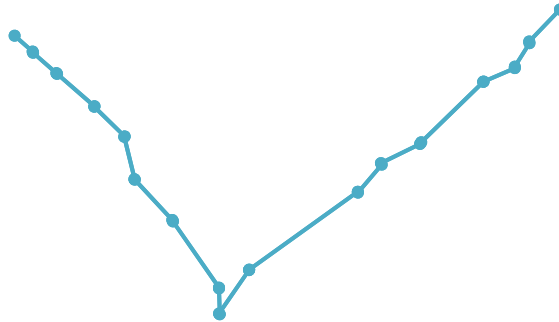
PICTURE IT SETTLED
NEGOTIATION ART INFORMED BY SCIENCE

Time and Information: Path-Dependent Reference Points



PICTURE IT SETTLED
NEGOTIATION ART INFORMED BY SCIENCE

Test Case: Injury/Wrongful Death



Cut to the Chase



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[Hot Topics for Corporate Counsel: Settlement Strategies and Government Relations](#)

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