



Negotiation Tricks and Traps

Don Philbin



PICTURE IT **SETTLED**
NEGOTIATION ART INFORMED BY SCIENCE

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

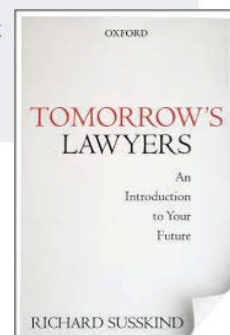
Negotiation Key Legal Task: Transactions and Litigation (Susskind)

LITIGATION TASKS

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

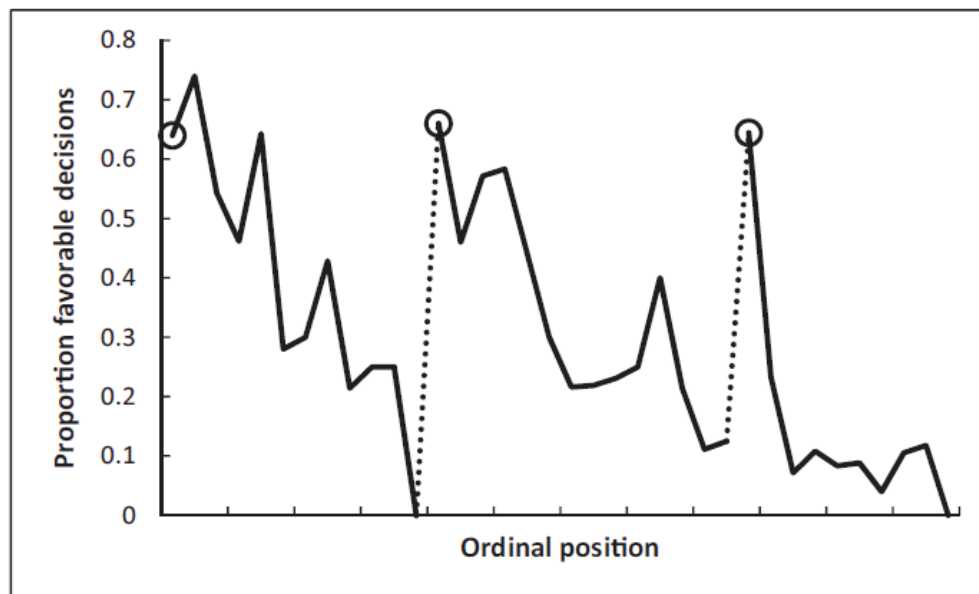
TRANSACTIONAL TASKS

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



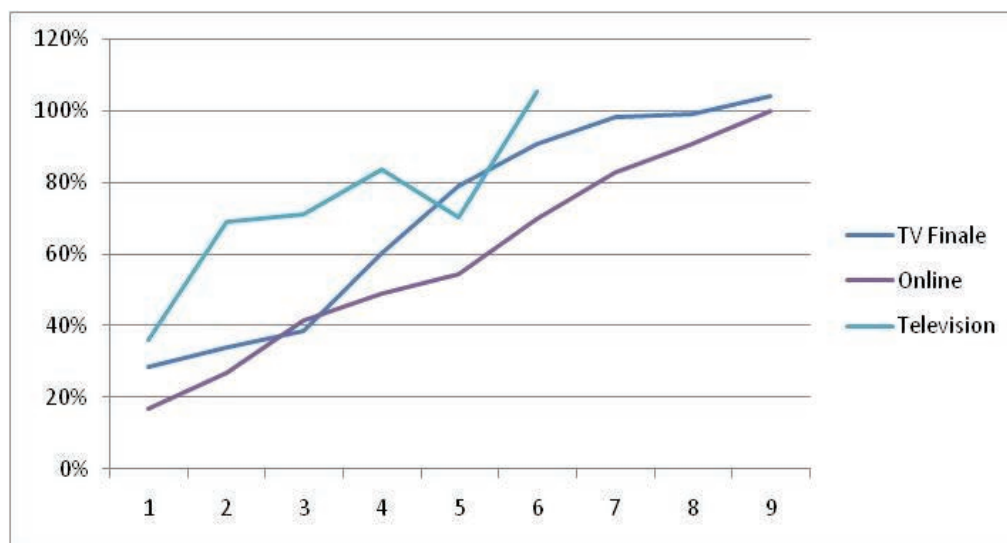
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Timing May Not Be Everything, But . . .



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. . . in Deals and Mediation



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Crafting and Drafting The Win-Win Deal

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