

# Negotiation Ethics



## Meet the Speakers

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**Jayme Partridge**  
Principal



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Principal



# General Considerations

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- What rules govern attorney conduct in negotiations?
- What do those rules permit?
- What do those rules prohibit?
- What laws apply to attorney conduct in negotiations?
- What are consequences of unethical behavior?
- What is the benefit of behaving ethically in negotiations?

# Why Be Ethical In Negotiations

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- The law imposes penalties for dishonesty
- Lawyers have professional obligations
- Corporations have codes of conduct
- Your reputation depends on it

# Legal Basis: Tort Law

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- **Restatement (Second) of Torts §525:**

One who **fraudulently makes a misrepresentation of fact, opinion, intention or law for the purpose of inducing another to act or to refrain from action in reliance upon it**, is subject to liability to the other in deceit for pecuniary loss caused to him by his justifiable reliance upon the misrepresentation.

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"Ethics in Negotiation"