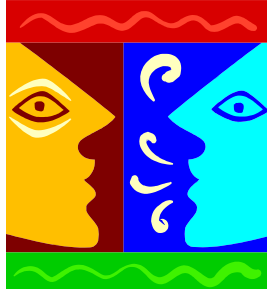


# NEGOTIATION SKILLS TRAINING

*Sponsored by the New York Legal Services Training, Leadership and Diversity Workgroup  
and The Greater Upstate Law Project, Inc.*



December 9<sup>th</sup> and 10<sup>th</sup>, 2004  
Binghamton Regency Hotel  
Binghamton, New York

The New York Legal Services Training, Leadership, and Diversity Workgroup is presenting a two-day Negotiation Skills Training December 9th and 10th, 2004 in Binghamton, New York.

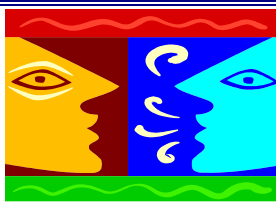
**Training Overview:** The Negotiation Skills Training covers a variety of techniques that will enable participants to prepare for and execute effective negotiations. The agenda is structured around four small group mock negotiation sessions, augmented by interactive presentations and debriefings.

**Training Objective:** Through the skills acquired by practice and discussion, participants will feel more confident in obtaining the best possible outcomes for their clients through negotiation. The small group hypothetical cases encompass a variety of situations dealing with areas of law that may be encountered during the course of legal services practice; however, the core principles covered in the training are applicable to any situation involving negotiation. This training is geared toward all advocates who utilize negotiation skills in the course of their practice. The Greater Upstate Law Project, Inc., a certified CLE provider, administers the training. Fourteen CLE credits will be awarded.\*

**Registration Information:** The registration fee for the training is \$275, which includes all meals and training materials. Hotel reservations must be made separately and are the responsibility of the registrant. The GULP rate is \$66.00. Please return the attached registration form along with a check made payable to the Greater Upstate Law Project, Inc., by November 12, 2004. Please note that we expect this program to be fully subscribed. In the event of oversubscription, priority will be given to legal services staff on a first come, first served basis.

**Questions?** Please e-mail Michelle Peterson at [mvanorman@wnylc.com](mailto:mvanorman@wnylc.com)  
or phone (585) 295-5729.

*\*This transitional continuing legal education course has been approved in accordance with the requirements of the Continuing Legal Education Board for a maximum of 14 credit hours, of which 13 credit hours can be applied towards the Skills requirement, and 1 credit hour can be applied towards the Ethics requirement.*



# Negotiation Skills Training Registration Form

Name: \_\_\_\_\_

Program: \_\_\_\_\_

Work Address (include city, state, zip): \_\_\_\_\_

Phone: \_\_\_\_\_ E-mail: \_\_\_\_\_

Length of legal/paralegal practice: \_\_\_\_\_

Length of employment in legal services: \_\_\_\_\_

Primary substantive area(s) of administrative practice: \_\_\_\_\_

**Registration Fee:**     \$275 (includes all meals and course materials)

Hotel Information: Hotel reservations must be made separately with the Binghamton Regency Hotel. The GULP rate is \$66.00. Please contact the hotel at 607-722-7575.

***Important Note: The training will begin promptly at 9:00 a.m.***

Please submit your registration form, together with a check payable to Greater Upstate Law Project, Inc. by November 12, 2004. A check must accompany the form(s) or the registration will not be processed.

Greater Upstate Law Project, Inc.  
80 St. Paul Street, Suite 660  
Rochester, NY 14604

Refund Policy: All registration fees are final. There will be no refunds unless the training is fully subscribed and the cancelled participant can be replaced by a participant from the waiting list. Thank you for your cooperation.