

FRIDAY MARCH 16, 2018

Strategic Negotiation Skills

Dena'ina Civic and Convention Center

8:30 a.m. – 5:00 p.m.

Dena'ina Civic and Convention Center - 2nd Floor

7.0 General CLE Credits | CLE #2018-015

Registration fee: \$175 After March 9: \$200

Presented by: *Peter Robinson – Professor of Law, Straus Institute for Dispute Resolution Pepperdine University*

Don't miss the opportunity to learn from this nationally recognized expert in negotiation skills!

This interactive, entertaining program uses case studies and sophisticated simulations to help you create a conceptual roadmap for negotiation strategy. Drawing on empirical data from the fields of business, communication and psychology, Peter Robinson shares the techniques that will assist you in your practice and in day-to-day situations.



Peter Robinson

During small group breakouts, you will have the opportunity to test and practice negotiation techniques. This program is based on extensive work with over 40,000 lawyers and managers across the U.S. Lawyers engaged in any type of practice, managers, and other professionals can learn the latest negotiation theories and techniques in this course.

Bio:

Peter Robinson has presented advanced negotiation and mediation skills in over thirty-nine states and countries, and has periodically been recognized as a Southern California Mediation Super Lawyer. For fifteen years, he served as the Managing Director at the Straus Institute for Dispute Resolution. The Straus Institute has been ranked by "U.S. News and World Report" as the #1 dispute resolution program 12 out of the last 13 years.

Peter has served on the boards of the Christian Coalition Service of Los Angeles, Ventura Center for Dispute Resolution, Southern California Mediation Association, and the California Dispute Resolution Council.

Lawyers and business people have praised his humor, energy, and ability to articulate lessons from his own experiences.