

Negotiation

Law

Negotiating for a client without giving away the case.

Preparation and conduct.

Prepare

Your best alternative to a negotiated agreement

The client's real priorities and limits

The other side's likely position and pressures

Objective standards to anchor on

Your authority to settle

In the room

Separate the people from the problem

Explore interests behind stated positions

Make concessions conditionally

Record any agreement immediately

Educational reference. Your alternative to agreement determines your leverage. Improving it is more useful than arguing harder.