



Meeting Notice

Effective Negotiating: A Woman's Perspective

A professional development seminar for woman attorneys.

Sponsored by the MSBA's Women in the Legal Profession Committee.

When: Thursday, September 17, 2009 from Noon to 1:30 p.m.

Where: Century Room, Faegre & Benson LLP, 90 S Seventh St #2200, Downtown Minneapolis

Moderator: Debra Page, Partner, Lindquist & Vennum PLLP

Panel:

- Michelle Jester, Partner, Messerli & Kramer PA
- Edward Laine, Partner, Oppenheimer Wolff & Donnelly LLP
- Hon. Roberta Levy, Senior Judge, Hennepin County District Court
- Priscilla McNulty, Senior Counsel, Capella University

In this program, our panel will share their perspectives and experiences with developing their own negotiation skills and responding to different negotiation styles. Topics discussed will be:

- Is there a different approach to negotiating depending on your opponent's gender?
- Do women have unique obstacles to overcome to become successful negotiators?
- Have negotiating styles and tactics changed over the years?
- Do litigators negotiate differently than transactional attorneys?
- Does in-house counsel negotiate differently from attorneys in private practice?
- How do you handle negotiations for which you cannot prepare?
- How do effective negotiators respond to adversarial styles of negotiating?

*1 Credit of CLE has been applied for.

The cost to attend is \$20.00 for MSBA members and \$25 for non-MSBA members. Lunch will be provided.

HOW TO REGISTER:

- **On-line (MSBA Members Only):** <http://www.mnbar.org> and then click on the Log In link that is located in the upper right corner.
- **Mail:** MSBA, Attn: Tram Nguyen, 600 Nicollet Mall, Suite #380, Minneapolis, MN 55402
- **Fax:** 612-333-4927
- **E-mail:** tnguyen@mnbar.org

Name: _____

Address: _____

Phone: _____ E:Mail: _____

Method of payment:

_____ Check made payable to MSBA

_____ Visa/MasterCard #: _____ Expiration Date _____

At the time you make your reservation, please note special accommodations, dietary needs, accessibility requirements, or requests for teleconferencing. Minnesota State Bar Association, City Center, 600 Nicollet Mall #380, Minneapolis, MN 55402

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