



Effective Negotiation Skills for Lawyers

Date	14 December 2022
Time	2.00pm to 5.30pm
Method	Law Society of Ireland, Blackhall Place, Dublin 7
Fee	€160
Discounted Fee*	€135
CPD Hours	3.5 Management & Professional Development Skills (by Group Study)
Event Code	S2264

Numbers on this in-person workshop are limited to 20 participants

Aim and Objectives

The aim of this course is to provide participants with the skills necessary to negotiate effectively in the legal world, so that they can optimise negotiation results on behalf of their clients or on their own behalf. The skills can also be used when negotiating with colleagues, suppliers and other third parties in the legal context.

Testimonials from this workshop held in-person in May 2022:

"The role play was excellent and a really practical way of learning."

"I found the entire training very useful and I liked that it included many interactive elements to really test our skills."

"The currency exercise showed how trust and emotion are integral to negotiation."

"I hope to be a bit more assertive and also to aim for win/win scenarios."

"I think the Cialdini principles are an excellent tool to approach some problems that I am currently facing in my own role."

"The Trainer was excellent thank you."

"I thoroughly enjoyed the activity session where we were required to test our negotiation skills. It made the theory side of things much more practical and easier to understand how to apply it to everyday life."

By the end of this course, participants will be able to:

- Plan and prepare for effective negotiations in the legal context
- List learning points from a negotiation role play

- Describe the optimal negotiation process when negotiating in the legal world
- List the six key rules for effective negotiation in the legal space
- Implement the learning points in real-life contexts as lawyers

Topics and Issues to be covered

- Planning and preparing for effective negotiations in the legal world
- Key rules of negotiation – the negotiation process, including dealing with tricky negotiators
- Role play and exercises to put the theory into practice
- Action planning: negotiation skills to enhance profitability in the world of law, and when negotiating on behalf of clients
- End-of-course negotiation: learning points

Trainer

Henry Hely Hutchinson

Henry delivers negotiation skills, interpersonal skills and management skills courses for lawyers, bankers and professionals worldwide.

Henry has a First Class degree in Modern Languages from Trinity College, Dublin and an MBA from Henley Management College. He started his career at the Commerzbank in Frankfurt where he worked in the foreign department in Trade Finance. He has worked at DC Gardner Training and Euromoney Institutional Investor PLC for 25 years and has had two main roles during his time in the firm, as an organiser of global conferences and as a trainer in management, communication and selling skills. At DC Gardner Training, where he was Managing Director for many years, Henry has delivered many “soft skills” training courses for banks, financial firms and law firms, including most of the most prestigious and best-known international law firms and banks. He ran regular training on an ongoing basis for one of London’s Magic Circle law firms.

Henry’s training assignments have spanned 15 years and well over 30 countries, and his core areas of specialism include Negotiation Skills, Management Development, Advanced Selling Skills, Communication Skills and consultancy for the legal and banking sectors on strategic matters relating to Human Resource Development. Henry is accredited to use profiling tools such as the MBTI® in his courses, and delivers training in English, French and German. He has a PRINCE2 Project Management qualification. In his conference career, he has negotiated some very complex joint venture deals with parties all over the world, notably in Asia, and also some very large client and supplier contracts, and he enjoys putting the negotiation skills that he teaches into practice.

In the legal space, Henry runs training for many of Ireland’s largest law firms on an ongoing basis, and also delivers training for Hong Kong and New York-based law firms. Other clients have included Barclays, Lloyds Bank, Commerzbank, Rabobank, Deutsche Bank, Bank of America, HSBC, AXA Group, and regulators such as the Securities and Futures Commission of Hong Kong.

IMPORTANT

- See <https://www.lawsociety.ie/Solicitors/Practising/CPD-Scheme> for information on the 2022 CPD Scheme
- View our [Privacy Statement](#)

- If you have technical or other queries, contact a member of the team on: lawsocietyskillnet@lawsociety.ie

*Law Society Skillnet members

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Táighle, Nuálaíochta agus Eolaíochta
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