



Effective Negotiation Skills for Lawyers Afternoon Workshop

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| Date | Tuesday 25 June 2024 |
| Time | 2.00pm to 5.30pm |
| Venue | Blue Room & Lounge, Law Society of Ireland, D07 VY24 |
| Fee | €185 |
| Discounted* Fee | €160* Law Society Skillnet fee |
| CPD Hours | 3.5 professional development and solicitor wellbeing (by group study) |
| Event Code | S2421 |

**This Law Society Skillnet discount is applicable to all practicing solicitors working in the private sector. The standard fee for this course is €185*

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

Testimonials from past workshops:

"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."

"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."

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.

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.

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

- This is an in-person event and, unless otherwise stated, will not be available online or as a recording.
- In order to reduce waste and to support the work of the Law Society Environmental and Sustainability in Practice Taskforce, materials will not be printed. Instead, they will be emailed before the event.
- Please see www.lawsociety.ie/Solicitors/rules-legislation/CPD-Scheme for the CPD hour required to be fulfilled in any given year.
- View our [Privacy Statement](#).
- Please see [Skillnet Ireland’s trainee privacy statement](#)
- If you have additional queries, contact the Law Society Skillnet team on lawsocietyskillnet@lawsociety.ie

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