**New Media Legal Publishing Announces New CLE Programs on West LegalEdcenter**

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February 26, 2013 - New Media Legal Publishing has renewed its content partnership with West LegalEdcenter and has added three programs to its growing library of continuing legal education (CLE) programs on West LegalEdcenter ([westlegaledcenter.com](http://westlegaledcenter.com/)). The programs are now available for viewing on demand through West LegalEdcenter.

**Negotiation Ethics for Lawyers**

As a lawyer, you negotiate on behalf of clients practically every day. You know the ethics rules require you to be truthful and not to mislead the other side but how do you apply those general pronouncements in a context where puffing, posturing and concealing one’s bottom line are more the rule than the exception?

This program will use a hypothetical negotiation between lawyers representing a writer seeking to sell a literary property to several studios, illustrating how the rules of ethics apply when lawyers act as negotiators. The speakers will draw upon their considerable research in this area, as well as their skills and experience negotiating in similar contexts. Participants will walk away with concrete, practical advice, including:

What you can and cannot misrepresent or conceal in a negotiation and why;

How to handle tricky issues such as estimates of price or value, willingness to compromise, bottom lines and settlement authority;

What statements of law or fact may be considered “material” in negotiations; and

When puffing, posturing and exaggerating cross the line.

This program will benefit both litigators and transactional attorneys, as it includes examples drawn from both litigation and deal-making scenarios.

To view the program, click here:

<http://westlegaledcenter.com/program_guide/course_detail.jsf?courseId=100004688>

**Negotiation Ethics for Lawyers: How to Recognize and Respond to “Dirty Tricks” and Bad Faith Tactics**

Continuing their popular “Negotiation Ethics for Lawyers” series, Ted Russell and Zach McGee explore a fun and extremely useful topic for anyone who negotiates: how should we respond when the other side engages in “dirty tricks” and other bad faith tactics, without violating our own ethical obligations?

Using a hypothetical negotiation between lawyers, the speakers will describe and analyze the most commonly faced “dirty tricks” in negotiation, and explain how easily you can turn the tables. The discussion will deal with tricks ranging from the easily-spotted “Good Cop, Bad Cop” routine and “Take It or Leave It” positioning, to more subtle bad faith tactics such as introducing phony facts and using time tricks.

The program will include an introduction to the key ethics rules that apply when lawyers act as negotiators and to common negotiation techniques and strategies. Both litigators and transactional attorneys will benefit from this program.

To view the program, click here:

<http://westlegaledcenter.com/program_guide/course_detail.jsf?courseId=100004689>

**Multijurisdictional Practice and Ethics Spotlight: Avoiding the Unauthorized Practice of Law**

Advising clients outside your home state has become a routine part of practicing law in the 21st century. But how well do you know the rules that govern your ability to perform legal services for a client located in a state where you are not licensed? Do you know what sanctions may be imposed if you are found to have engaged in the unauthorized practice of law?

Zach McGee, Senior Vice President, Head of Business and Legal Affairs, for Miramax, an attorney with extensive law firm and in-house litigation and transactional experience, will review the ethics rules that govern lawyers when they engage in multijurisdictional practice, and provide concrete advice for avoiding the unauthorized practice of law and the severe sanctions that can follow such a finding. The presentation will cover advising clients in both transactional and litigation matters, as well as the special rules governing in-house and legal services attorneys.

To view the program, click here:

<http://westlegaledcenter.com/program_guide/course_detail.jsf?courseId=100004687>

**About New Media Legal Publishing** New Media Legal Publishing, Inc. is a legal publishing company based in Los Angeles, California, that develops, produces, markets and distributes innovative legal education content for law firms and companies. For more information about **“Deposition Testimony: 5 Simple Rules,”** please visit [www.depositiontestimony.com](http://www.depositiontestimony.com/). For more information about New Media Legal Publishing and its other products, please visit [www.newmedialegal.com](http://www.newmedialegal.com/).

**About West LegalEdcenter** West LegalEdcenter is the nation's leading online CLE service from West, part of Thomson Reuters. It offers up-­‐to-­‐the-­‐minute programs in partnership with the nation's most respected CLE and professional education providers. The West LegalEdcenter library contains more than 17,000 hours of continuing legal education, spanning all learning levels and covering every practice area. Our up­‐- to-­‐the-­‐minute programming keeps pace with rapid changes in the law and with easy, online access, you can view programming on the Web wherever you are - from home, from the office or while traveling. For more information about West LegalEdcenter, visit [www.westlegaledcenter.com](http://www.westlegaledcenter.com/).