



New Media Legal Publishing's "Negotiation Ethics for Lawyers: How To Recognize and Respond to "Dirty Tricks" and Bad Faith Tactics" is West LegalEdcenter's Most Popular Program

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March 19, 2010 – New Media Legal Publishing is pleased to announce that its most recent live webcast in its "Negotiation Ethics for Lawyers" series – "Negotiation Ethics for Lawyers: How To Recognize and Respond to "Dirty Tricks" and Bad Faith Tactics" – is currently the most popular program on West LegalEdcenter (westlegaledcenter.com). This program was given as a live webcast on March 3, 2010, and is now available on demand through West LegalEdcenter.

"We knew we had a hit with our first installment of 'Negotiation Ethics for Lawyers' but we had no idea the second one would be so popular," said Zachary S. McGee, New Media Legal Publishing's President and co-presenter of the program. "I think it goes to show how many lawyers negotiate in their practices – whether their practice is litigation or transactional, law firm or in-house, civil or criminal – and how many of them are looking for practical guidance on how to negotiate within the bounds of the ethics rules."

The following is the program description and details on how to register for this program:

"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 this program, please click here:

http://westlegaledcenter.com/program_guide/course_detail.jsf?courseId=26954038&sc_cid=NMLP_ws

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