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Legal Negotiation In A Nutshell

James J. White, Raymond T. Nimmer

Legal Negotiation In A Nutshell:

Legal Negotiation in a Nutshell Larry L. Teply,1992 Representing Clients in Legal Negotiations Obligation of Competent Representation Basic Types of Legal Negotiation Basic Elements of Case Value Case Evaluation Methods Goals Interests Target Points Minimum Dispositions Best Alternative to a Negotiated Agreement Settlement Offers and Discussions as Evidence at Trial Procedural Rules Affecting Offers of Compromise Effect of Negotiations on the Statute of Limitations Legal Disputes that Should Not Be Negotiated Legal Negotiating Styles Legal Negotiating Strategies Stages of Legal Negotiation Interplay Between the Litigation Process and the Stages of Negotiation Environmental Considerations Ground Rules Communication and Information Exchange Truth in Legal Negotiations Intimidation Face Saving Threats and Promises Conflict Escalation and Entrapment Narrowing the Differences Reaching Agreement Defects in Settlements Fairness in **Negotiating Results** Legal Negotiation in a Nutshell Larry L. Teply, 2023 Follows the entire process from opening negotiations to settlement Text first introduces negotiation in law practice and representing a client in legal negotiation Covers the basic types of legal negotiations case evaluation and preparation Also addresses the types of legal disputes that should not be negotiated Examines negotiating styles strategies and tactics as well as the stages of legal negotiation Listening Debra L. Worthington, Margaret E. Fitch-Hauser, 2018-01-09 Listening Processes Functions and Publisher Competency Second Edition explores the role of listening as an essential element in human communication The book addresses listening as a cognitive process as a social function and as a critical professional competency Blending theory with practical application Listening builds knowledge insight and skill to help the reader achieve the desired outcome of effective listening This second edition introduces listening as a goal directed activity and has been expanded to include a new chapter addressing listening in mediated contexts Theory and research throughout the text have been updated and the final chapter covers new research methodologies and contexts including fMRI aural architecture and music Facts and Evidence Baosheng Zhang, Shijun Tong, Jing Cao, Chuanming Fan, 2021-01-04 This book presents an in depth discussion on two concepts from the field of philosophy and law in order to improve our understanding of the relation between fact and evidence in judicial process Since fact finding is a difficult task for judges proof by evidence has been devised to help them access the truth However in the process of judicial fact finding there is always a gap between fact and truth This book covers a wide range of topics from reflections on the concept of fact evidence and fact finding in the field of philosophy and law to individual case studies As such it is a useful reference resource on the continuing research on the judicial proof process for students and scholars Searching the Law, 3d Edition Frank Bae, Edward Bander, Francis Doyle, Joel Fishman, Paul **Drafting Legal Documents** Barbara Child, 1992 This edition is designed to accommodate either a Richert, 2021-12-13 focus on individual documents one at a time or a focus on transferable skills Revised and expanded chapters on the skills of using clients and documents as resources drafting with flexible language avoiding inadvertent ambiguity defining terms and

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