

Program Schedule

**NEGOTIATION AND MEDIATION:
PAVING THE WAY IN THE 21ST CENTURY**

Presented by:

PAUL M. LISNEK, J.D., PH.D.

9:00 – 10:30 am

Understanding Negotiation

Levels of Negotiation
Identifying “Needs, Wants, and Can Gets”
Ego, Control and Principle
Interdependence in Negotiation
Stages of Negotiation
Styles of Negotiation: Competitive vs. Cooperative
Traits of A Good Negotiator

10:30 – 10:45 am

Break

10:45 – 12:15 pm

Preparing to Mediate

Players in the Process
Mediation: The Procedures
Mediation: The Stages
The Magic of the Caucus
