

Lunch and Learn Series: Winning Persuasion: 3 Steps to Enhanced Advocacy

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Acquire the skills you need to engage persuasively and effectively with clients, peers, and judges with this step-by-step communication guide. During the first phase you will identify your dominant communication style and learn how to identify factors that encourage listening. Increase your ability to assess problems and find solutions in the second phase. The third phase will identify style differences and enhance negotiation skills.

Presented by:

Nancy Neal Yeend, *TES: The End Strategy*, Portland

Various dates—see schedules below

Noon–1 p.m.

Oregon State Bar Center

16037 SW Upper Boones Ferry Rd., Tigard

CLE credits: Each seminar—1 General credit

LIVE EVENT

October 10—Step 1: Persuasive Communication (WP118)

October 24—Step 2: Proficient Problem Solving (WP218)

October 31—Step 3: Practical Negotiation Strategies (WP318)

Individual seminar price: \$45

(Includes lunch and electronic materials)

LIVE WEBCAST

October 10—Step 1: Persuasive Communication (WP118)

October 24—Step 2: Proficient Problem Solving (WP218)

October 31—Step 3: Practical Negotiation Strategies (WP318)

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Discount for Live Event & Live Webcast Series

Register for all three seminars and get one free—save 33%!

Call the OSB CLE Service Center to take advantage of this special discount: (503) 431-6413 or (800) 452-8260, ext. 413.



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Wednesday, October 10

11:30 Registration (*Lunch is included with registration; brown bags are also welcome.*)

Noon Step 1: Persuasive Communication

Individuals sharing the same communication style are more likely to listen and place a higher value on the information shared. Using a self-administered survey, determine your dominant communication style and identify the factors that encourage listening. Acquire skills so you can engage more persuasively with clients, opposing counsel, judges, and juries.

1:00 Adjourn

Wednesday, October 24

11:30 Registration (*Lunch is included with registration; brown bags are also welcome.*)

Noon Step 2: Proficient Problem Solving

Understand the critical elements used to assess problems and increase your ability to find solutions. Learn the differences between decision criteria used by lawyers versus those used by clients to result in more effective representation.

1:00 Adjourn

Wednesday, October 31

11:30 Registration (*Lunch is included with registration; brown bags are also welcome.*)

Noon Step 3: Practical Negotiation Strategies

Through a self-administered survey, determine your dominant style among the five negotiation styles. Understanding negotiation style differences will help you negotiate more effectively with clients, peers, and judges and enhance your relationships with them.

1:00 Adjourn

General Information

Cancellations: Cancellation requests must be received at least 72 hours prior to the date of the seminar to qualify for a refund. Refunds are subject to a \$25 cancellation fee. To cancel, please call the OSB CLE Service Center at (503) 431-6413 or (800) 452-8260, ext. 413.

Tuition Assistance: Email a request stating your financial situation to cle@osbar.org or call the OSB CLE Service Center at (503) 431-6413 or (800) 452-8260, ext. 413, no later than one week before the seminar.