Oregon State Bar

The Competitive Edge for Lawyers: Mastering Negotiation and Leveraging AI for Superior Results

Featuring Marty Latz

Register at www.osbar.org/seminars *(search for NEG26)*

Friday, November 20, 2026

9 a.m.–11 a.m. PST and 11:30 a.m.–1:30 p.m. PST

Via Live Webcast

CLE credits: See schedule for credits

MCLE ID #: See below for individual ID #'s

Register now at www.osbar.org/seminars
(search for NEG26)

Learn how to become an expert negotiator with two seminars on the same day. Whether you are an experienced negotiator or looking to sharpen a critical professional skill, these seminars will provide innovative strategies, cutting-edge tools, and valuable insights to help you negotiate more effectively and achieve better results. The morning session provides actionable techniques that attorneys can immediately apply to client matters, settlement discussions, business transactions, and everyday practice. The afternoon session explores how artificial intelligence is transforming the negotiation process. Through interactive demonstrations and real-world examples, attendees will discover three powerful AI-based negotiation tactics, learn when AI can help or hinder decision-making, and gain practical methods for using AI to improve research, brainstorming, preparation, and deal-making outcomes.

- **Gain the Edge! Negotiation Strategies for Lawyers**
  Friday, November 20, 2026,
  9 a.m.–11 a.m.
  NSL26 / MCLE ID #: 137300

- **The AI Negotiation Edge! Three Powerful AI Tactics to Achieve Better Results**
  Friday, November 20, 2026,
  11:30 a.m.–1:30 p.m.
  ANE26 / MCLE ID #: 137301

In-Person Event (canceled—webcast registration only)

Live Webcast

Individual seminar pricing:

$125 Regular registration

Register for both seminars and save $25:

Series pricing: $225

Webcast registration includes online access to the recorded seminar for 60 days after the event. Electronic materials are included with your registration.

CC *Closed captions available*

50-Year and Active Pro Bono OSB licensees and Oregon judges and their lawyer staff – please call the OSB CLE Service Center at (503) 431-6413 or (800) 452-8260, ext.413 to register.

Questions or need help with registration?

Call or email the OSB CLE Service Center: (503) 431-6413 or (800) 452-8260, ext. 413, or cle@osbar.org

© 2026 Oregon State Bar *Unauthorized recording of CLE seminars is prohibited.*

Oregon State Bar

The Competitive Edge for Lawyers: Mastering Negotiation and Leveraging AI for Superior Results

Featuring Marty Latz

Register at www.osbar.org/seminars *(search for NEG26)*

Schedule

Friday, November 20

9:00 a.m.–11:00 a.m.

CLE Credits: 2 General

9:00 Gain the Edge! Negotiation Strategies for Lawyers

You negotiate every day. In fact, your ability to effectively negotiate may be the most critical skill you possess. Yet most negotiate instinctively or intuitively. This seminar will help you approach negotiations with a strategic mindset.

And make no mistake—no matter how much you've negotiated, you can still learn. Adding that one new tactic may be the difference between winning and walking away empty-handed.

Martin Latz is one of the nation's leading experts and instructors on negotiating techniques. A Harvard Law honors graduate, Marty will help make YOU a more effective lawyer.

5 Skills You'll Learn:

- Latz's 5 Golden Rules of Negotiation
- Strategies to get past "No"—if all appears lost
- Ways to gain leverage when seemingly powerless
- Deadline and timing tips—manage them to gain the edge
- When to hold—and when to fold

11:00 Adjourn

Friday, November 20

11:30 a.m.–1:30 p.m.

CLE Credits: 2 General

11:30 The AI Negotiation Edge! Three Powerful AI Tactics to Achieve Better Results

How can you take advantage of AI's transformative power to achieve better negotiation results? Where can AI help in your negotiations—and where can it hurt? How much, if at all, can you rely on AI-generated negotiation advice? And in what stages of the negotiation process will AI supercharge your ability to generate your best possible deals?

We all know about AI's game-changing potential impact in a wide variety of fields, positive and negative. And every professional is, or will soon be, navigating in this new AI world. The challenge? To figure out how to most effectively harness the power of this exciting and yet dangerous new resource.

How? In an interactive program that draws upon the experiences of the participants, we will actually use AI in a negotiation and illustrate, in real-time, how AI can help or hurt you.

Strategies, Techniques, and Tactics Attendees Will Learn:

- Latz's three most powerful AI tactics in negotiations
- A proven and practical process to use AI based on Latz's Five Golden Rules of Negotiation
- Effective AI-related brainstorming strategies to improve your creativity
- Specific phrases to effectively elicit top-level research-based AI advice on issues related to objective criteria/benchmarks, offer-concession strategies, ways to control the agenda, and countering negotiation "games"

1:30 Adjourn

Oregon State Bar

The Competitive Edge for Lawyers: Mastering Negotiation and Leveraging AI for Superior Results

Featuring Marty Latz

Register at www.osbar.org/seminars *(search for NEG26)*

Meet Marty Latz

Latz—a Harvard Law *cum laude* graduate—is the author of *Gain the Edge! Negotiating to Get What You Want*, *The Real Trump Deal: An Eye-Opening Look at How He Really Negotiates* and his new book *Pearls of Negotiation Wisdom: 155 Strategies for Success in Life (www.PearlsBook.com)*. He has also appeared as a negotiation expert on CBS, CNN, MSNBC, and FOX and in many national publications, including Politico, US News & World Report, The Economist, and many more. He writes a weekly Substack negotiation column that appeared for many years in *The Arizona Republic* and that now is e-mailed to almost 40,000 readers per month.

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: Legal employer- or income-based tuition assistance may be available. Please email (cle@osbar.org) or call the OSB CLE Service Center at (503) 431-6413 or (800) 452-8260, ext. 413 with a brief explanation of need no later than one (1) week prior to the CLE event date.

Dietary Restrictions or Accessibility Accommodations: Please call (503) 431-6375 or (800) 452-8260, ext. 375, at least 72 hours before the date of the seminar.

Hotel Accommodations: Discounted rates are available at The Grand Hotel at Bridgeport, 7265 SW Hazel Fern Rd., Tigard, OR 97224. Call 503-968- 5757 / toll free 1-866-968-5757 and reference the Oregon State Bar rate or click here to reserve online.

Products

These seminars will be available on-demand after the live programs. Please visit www.osbar.org/seminars and search for NSL26 and ANE26. On-demand access is available for 60 days after the date of purchase.