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Negotiation 2008-2009: 2008 Edition (Blackstone Bar Manual)

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From Blackstone Press : Negotiation 2008-2009: 2008 Edition (Blackstone Bar Manual) before purchasing it in order to gauge whether or not it would be worth my time, and all praised Negotiation 2008-2009: 2008 Edition (Blackstone Bar Manual):

Negotiation is a skill that is fundamental to the success of any lawyer. Once the art of negotiation is mastered, a lawyer can use the skill to their advantage and achieve the best possible outcome for their client. Negotiation has been specifically designed to provide trainee barristers with the knowledge, guidance, and practise that will enable them to

become proficient in the art of negotiation. The manual provides practical guidance on how to prepare for every aspect of negotiation effectively, including how to counter and use psychological influences. It covers the full range of tactics and strategies that can be adopted in a negotiation emphasizing the advantages and disadvantages of each approach. The manual teaches the reader how to conduct a successful negotiation, covering matters that are likely to arise in any negotiation, also giving specific guidance on how to deal with particularly difficult negotiating situations. Realistic case studies and examples are contained throughout and are designed to encourage the reader to apply the knowledge that they have acquired to different scenarios in order to perfect their negotiation skills. Negotiation is essential reading for all trainee barristers, and is also a useful reference source for junior practitioners wishing to refresh or refine their negotiating skills.

About the Author This manual is edited by Margot Taylor, Solicitor, Principal Lecturer, The City Law School