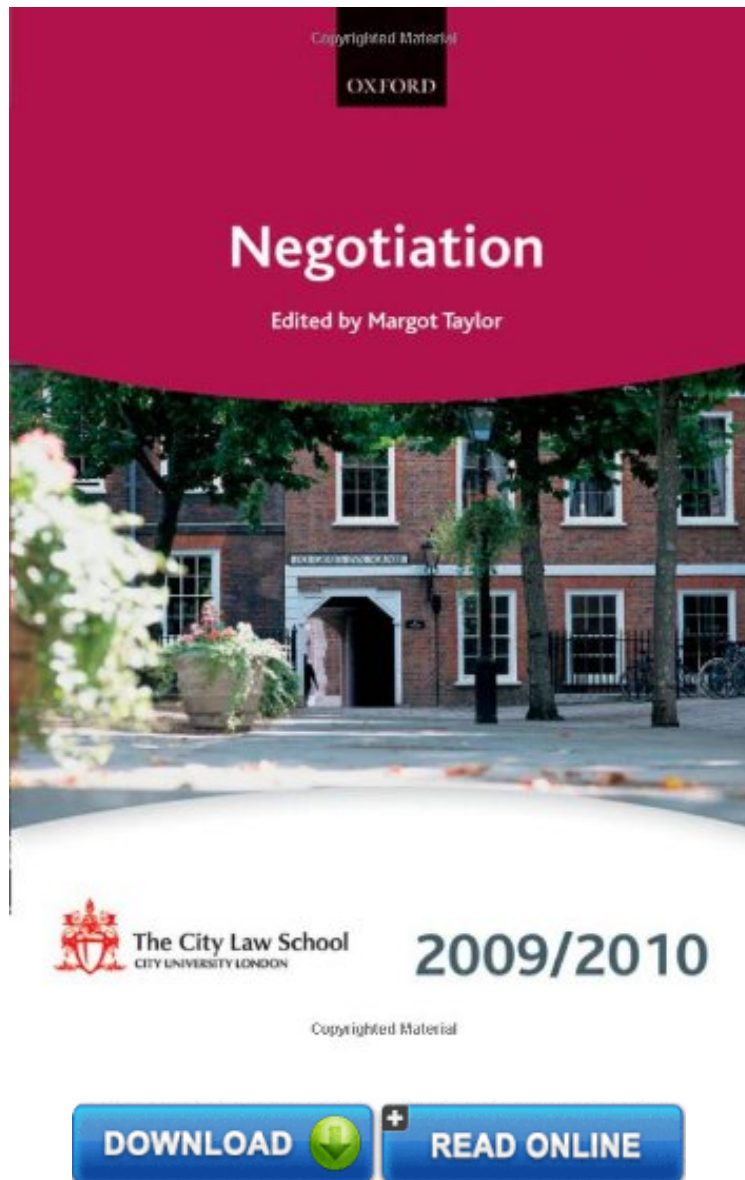


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## Negotiation 2009-2010: 2009 Edition (Bar Manuals)

*The City Law School*  
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Negotiation has been specifically designed to provide trainee barristers with the knowledge, guidance, and practice required to become proficient in the art of negotiation; a skill fundamental to the success of any lawyer. Providing highly practical guidance on how to prepare for every aspect of a negotiation effectively, the manual covers the full range of tactics and strategies that can be adopted in a negotiation, highlighting the advantages and disadvantages of

each approach, and guides the reader on how to conduct a successful negotiation covering matters that are likely to arise in any negotiation. Specific guidance is also provided on how to handle particularly difficult negotiating situations. Realistic case studies and examples are contained throughout encouraging the reader to apply the knowledge acquired through their reading to different scenarios in order to perfect their negotiation skills.