

1. Record Nr.	UNINA9910149448703321
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Titolo	Legal negotiation in a nutshell // Larry L. Teply
Pubbl/distr/stampa	St. Paul, Minnesota : , : West Academic Publishing, , 2016 ©2016
ISBN	1-63460-499-7
Edizione	[Third edition.]
Descrizione fisica	1 online resource (262 pages)
Collana	Nutshell series
Disciplina	347.739
Soggetti	Compromise (Law) - United States Attorney and client - United States Negotiation
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Nota di contenuto	Negotiation in law practice -- "Effective" and "ineffective" legal negotiators, legal negotiating "styles" and "strategies," and the "stages" of legal negotiations -- Planning, preparation, and working with the client -- Opening the negotiation, bargaining, information exchange, tactics, and persuasion -- Reaching agreement or "final breakdown," wrapping up the details, drafting the agreement, interpreting the settlement, fairness, and defects in settlements.