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| Descrizione fisica | 1 online resource (262 pages) |
| Collana | Nutshell series |
| Disciplina | 347.739 |
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| 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. |