



**“FROM THE OVAL OFFICE TO YOUR OFFICE –  
MEDIATION AND NEGOTIATION TECHNIQUES THAT WORK”**  
**OFFERED BY CORI FLAM MELTZER, ESQ.**  
**CFM MEDIATION, LLC**

**Description**

We examine mediation and negotiation tactics in a variety of contexts and distill practical lessons for attorneys and other business professionals. We discuss case studies involving American politics, international relations, the entertainment industry, business transactions, and civil and criminal law in order to learn the eight most effective mediation and negotiation techniques as well as how to avoid the biggest mistakes.

**Duration of Course:** 1 hour

**CLE Credits:** 1 Credit, General CLE

**Outline of Topics**

- I. Introduction
- II. Techniques That Work
  - 1) Small things can have a big impact
  - 2) Creative solutions can be the best solutions
  - 3) It's not about *you*
  - 4) Timing and leverage matter
  - 5) Change the dynamic
  - 6) Prove it
  - 7) Stubbornness will get you nowhere
  - 8) Listen to new voices
- III. Conclusion
- IV. Question and Answer period