



Negotiating more and enjoying it less or feeling unprepared? Interested in strategies to help move through negotiations more quickly as we learn to do more with less?

Through the lens of six specific negotiation scenarios, leading tech transactions lawyers from Perkins Coie and several of your CELA colleagues explored how to make optimal use of available resources and strategies to get the best negotiated outcome for Microsoft in a reasonable time and manner. Each scenario highlighted a specific technique or strategy and applied it, through interactive role play, to show how it can be used to resolve common friction points in negotiations. They learned how to apply these techniques and strategies to optimize negotiations.

## **Speakers**



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