

Advanced Negotiation Skills—How using AI and Mastering the Math Can Help You Be Effective

ORIGINAL PROGRAM DATE
September 10, 2026

REPORTING YOUR CREDIT

This on-demand program was a live seminar presented on September 10, 2026. If you attended or viewed the original presentation, please note that WSBA members may not claim credit for the same CLE sessions if repeated within their three-year reporting period.

DESCRIPTION

Join us for a demonstration of two advanced negotiation skills. First, we'll demonstrate how AI can assist practitioners in drafting mediation submittals; pre-session calls, and negotiating during mediation itself. Next, we'll discuss the "magic of numbers" to demonstrate how subtle clues in demands and offers can help parties effectively message and interpret settlement intent.

PRESENTERS

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