

Principled Negotiations for Lasting Solutions

Negotiation is the most often used and least taught skill in our professional lives. The State Public Defender's 2010 training "road show" program ***Principled Negotiations for Lasting Solutions*** focuses on negotiation skills in two contexts: criminal defense case representation and discussion of crucial issues in the criminal justice system that broadly impact our clients. This program is open to and recommended for all SPD staff regardless of profession or negotiation skills level.

This three-hour program comprises two lectures, breakout sessions and a group discussion about theories learned and techniques used. The first lecture discusses the inner workings of the brain and how its responses affect the negotiation process. The second lecture focuses on negotiating skills in the professional sphere based on the principled negotiation techniques taught in ***Getting to Yes*** and ***Getting Past No***.

Following the lectures, participants practice these negotiation skills in their choice of breakout sessions. One breakout session involves the negotiation of a criminal case; the other breakout session challenges the participants to allocate scarce resources for substance abuse treatment amongst different interest groups.

The program concludes with a large group discussion about the practical application of the skills the participants just learned.

Prosecutors, DOC agents and other professionals in the criminal justice system are invited to join us to broaden the program and provide different perspectives. The program will be approved for 3.0 CLE credits.

This unique program will be offered:

April 28, 2010

1:00 to 4:00 p.m.

Madison (GEF 1 State Office Building, 201 E. Washington Avenue)

May 5, 2010

1:00 to 4:00 p.m.

Appleton (Fox Valley Technical College, 1825 N. Bluemound Drive)

September 16, 2010

Time TBD

Milwaukee (State Office Building, 819 N. 6th Street)

Anyone from any SPD region is welcome to attend. Whether the program will be offered in additional locations will be determined at a later date.

Questions about the program can be referred to anyone in the SPD Training Division.