



# Lawyering with Planned Early Negotiation: How You Can Get Good Results for Clients and Make Money

*John Lande*

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## **Lawyering with Planned Early Negotiation: How You Can Get Good Results for Clients and Make Money** John Lande

In litigation, many negotiations occur late in the case, when trial or other deadlines are bearing down. Similarly, lawyers negotiating deals often delay making concessions until the last possible minute to gain negotiating leverage. This book explains why planned early negotiations (PEN rather than unplanned late negotiations) are more effective and can increase your success in practice. This book will help you:

- Build strong relationships with your clients
- Choose billing systems that maximize both your interests and your clients' interests
- Develop effective working relationships with the other side and minimize unnecessary conflict
- Increase your confidence when you negotiate
- Manage problems that commonly arise in negotiation
- Use experts and other professionals effectively
- Improve your negotiation skills throughout your career

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