

Ethics of Negotiation

Tuesday, April 14, 2014
5:00 – 7:00 p.m.

Rutgers School of Law - Camden
217 North 5th Street
Camden, NJ 08102

The Rules of Professional Conduct [RPC] place limits, though not clearly defined ones, on how an attorney may ethically negotiate and what representations can be made in a negotiation setting. Through interactive discussion of situations that typically confront attorneys in negotiations and the ethics opinions in this area, we will explore how the RPC impact the negotiation process covering topics including:

- Who is the client and how does that impact one's duty during negotiations?
- Communicating with clients and opposing counsel about settlement offers
- Are bluffing and puffing ethical? If so, when?
- Negotiating when an attorney represents multiple clients
- Handling confidential client information during negotiations
- What duty does an attorney owe to correct another's mistake during negotiations?

Faculty: **Harriet Katz, Esq.**, Clinical Professor and Director of Externships, Rutgers School of Law

Who should attend: This program is valuable to any attorney involved in settlement or other negotiations.

CLE Credit: 2.4 NJ | 2.0 NY | 2.0 PA ethics credit hours

Registration Fee: \$50

Register at www.rutgerscle.com