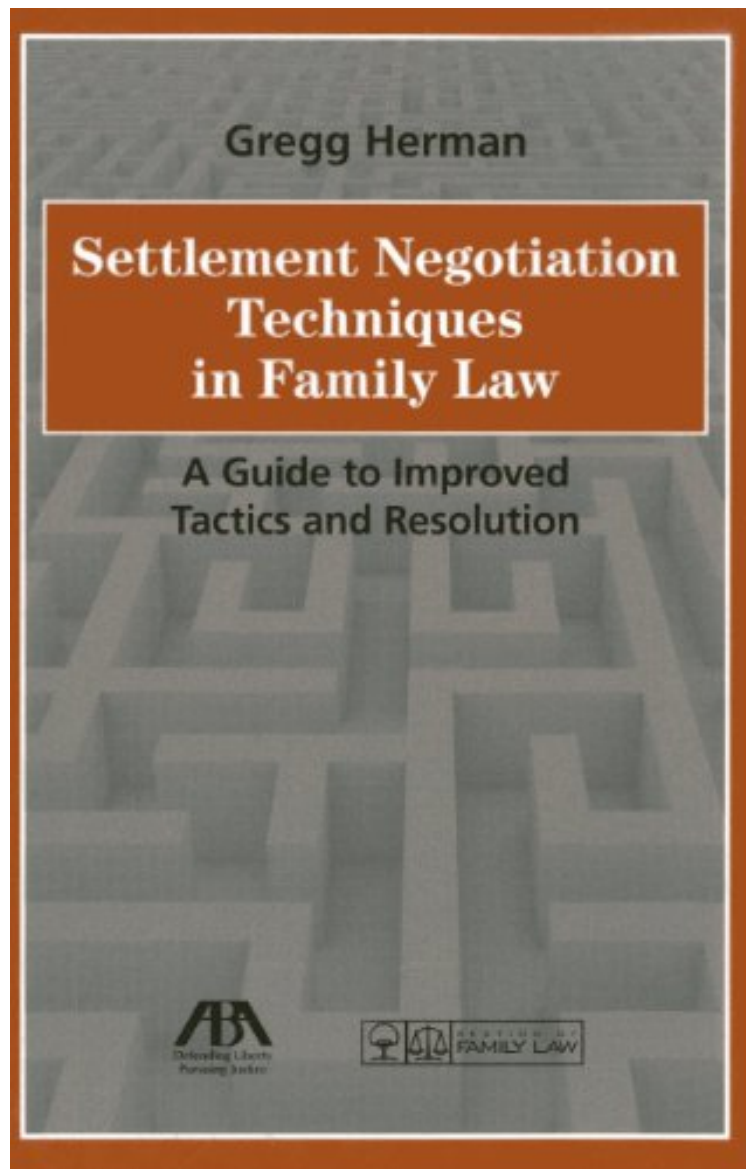


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Settlement Negotiation Techniques in Family Law: A Guide to Improved Tactics and Resolution

Gregg Herman

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Negotiation is a critical part of any family lawyers job, meaning that the importance of becoming a better negotiator cannot be overstated. *Settlement Negotiation Techniques in Family Law* discusses the most important concepts of divorce settlement negotiation techniques to help lawyers and other divorce professionals improve their skills. Well written and logically organized, it offers reasoned and tested approaches that help practitioners understand the many aspects of negotiation, and through this process assist their clients in getting to yes and the opportunity for a better future. This invaluable, clearly written resource is based on the realities of daily legal practice. Beginning with traditional theories and basic concepts of negotiation, the book examines the nuts-and-bolts issues involved in divorce negotiation and settlement. From issues of timing to how to prepare the client for settlement and negotiating with opposing counsel, Gregg Herman offers informed and thoughtful advice based on his years of practice. He also addresses more specialized aspects of divorce negotiation, including: the four-way meeting; planned early negotiation; mediation, collaborative divorce, and cooperative divorce; ethical issues; preparing for the endgame; ten essential rules for negotiating; and much more.

About the Author Gregg Herman is a shareholder with the law firm of Loeb Herman, S.C., in Milwaukee, Wisconsin, which practices exclusively family law, concentrating in cases with significant assets or income. Gregg is a Fellow of the American Academy of Matrimonial Lawyers and is on its Board of Governors (2012-2015). He is Board Certified in Family Law Trial Advocacy by the National Board of Trial Advocacy. Gregg was chair of the American Bar Association Family Law Section from August 2007 through August 2008. He was also the Founder of the Cooperative Divorce Institute, Inc. and served as its first chair from 2003-2005 and the founder of the Collaborative Family Law Council of Wisconsin, Inc. and its first State-wide Chair from 2000 to 2001. He is the author of several previous books and is a contributing editor to the *American Journal of Family Law*.