



*“Advice and counsel that is concise, timely,
on-point and cost-effective.”*

Negotiating for Yourself: Winning a Ballgame or Going to the Dentist?

Written by

I've recently been thinking about negotiation styles, a long-time interest ever since I took my first "Getting to Yes" course some 20 years ago. Lawyers who are good at negotiating on behalf of their clients may be less comfortable negotiating on behalf of themselves. I invite you to take a look at this recent posting on ACC's website, for some tips to make negotiating for yourself more like winning a ballgame. [Read more here](#)