

CONTINUING LEGAL EDUCATION

THE BAR ASSOCIATION OF SAN FRANCISCO



presents

Advanced Negotiation Techniques for Experienced Practitioners

(Rebroadcast)

Speaker

John Dean

Adjunct Professor, UC Law San Francisco

In this interactive two-hour session, you will hear from John Dean, an Adjunct Professor at UC Law San Francisco, on how to up your negotiation game and improve negotiating outcomes. The discussion will focus on practical tactics and strategies for the experienced labor and employment practitioner, including how to build consensus, tactics for negotiating with “difficult” personalities, and more. Participants will take a negotiation style assessment and will learn to assess an opponent’s style, as well. How can this assessment influence your strategy?

**Thursday
June 5, 2025**

MCLE Registration: 3:30 - 4:00 p.m.
Virtual Program: 4:00 - 5:00 p.m.

MCLE: 1 Hour

To receive MCLE credit, you must sign in during the designated MCLE registration period. This activity is approved for Minimum Continuing Legal Education credit by the State Bar of California.

BASF is a certified provider. Provider #103

Pre-registration is required.

Virtual Program

Zoom Link will be provided prior to program.

Cost

\$50.00 for BASF Member

\$75.00 for All Others

All prices increase \$10 on the day of the program.

Viewing Options



Webcast Recording will be available.
Register separately on our online platform.

Special Requests:

People with disabilities should contact BASF regarding reasonable accommodations at events@sfbar.org.

Register online: www.sfbar.org/calendar

Event Code G250302D2