

# SILICON VALLEY SUMMER INSTITUTE

State-of-the-art theory applied to practice—in law, business and interpersonal relationships.



## ADVANCED NEGOTIATION SKILLS AND STRATEGIES

This Course is designed for anyone who has meaningful negotiation experience and wants to take their skills to the next level. Through brief overview discussions, followed by exercises and negotiation simulations, participants will:

- Recognize their own negotiating style and those of others
- Develop a framework within which to think about and prepare for any negotiation
- Explore the importance of goal setting and framing for any negotiation
- Explore the relationship between creating and claiming value in negotiations, and
- Increase confidence as well as competence in their ability to handle complex negotiations effectively.

### THE FACULTY



**RALPH PAIS**, a partner at Fenwick & West, has extensive experience assisting clients at all stages of their growth in the commercialization of their intellectual property and associated business transactions. He has negotiated complex licensing, distribution and other commercial agreements for software, SaaS, media, semiconductor, life sciences and medical devices, and scores of acquisitions, including numerous deals for Dropbox and over 60 for Facebook. Ralph also founded

Fenwick's innovative staffing business, FlexbyFenwick. He has taught negotiation throughout his legal career, including at Stanford Law School, where he taught basic and advanced negotiation courses for ten years.



**BOMI LEE**, a corporate associate at Fenwick & West, focuses her broad-based corporate technology practice primarily on representing buyers and sellers in public and private mergers and acquisitions. She has negotiated acquisition and sale documents for numerous clients, including Symantec, Airbnb, Imperva, Hewlett-Packard Company and Coinbase. Bomi also represents public and private companies on corporate governance matters and in a variety of other complex

transactions, including capital market transactions, syndicated bank financings, leveraged finance and secured transactions.

### DATES AND TIMES

June 21 (4–7 p.m.)

June 22–23 (9 a.m.–5 p.m.)

### LOCATION

Charney Hall, Santa Clara Law

### TUITION

\$1,095

\$895, gov/non-profit

\$100 discount 30 days before program (not available to gov/non-profit)

*Tuition, due at registration, is fully refundable, minus \$300 cancellation fee, up to two weeks before the course begins.*

### TO REGISTER

<http://law.scu.edu/event/silicon-valley-summer-institute/>

### FOR INFORMATION

Contact Dana Curtis

Conflict Resolution Program director,  
dcurtis@scu.edu, 415-515-8903.

**MCLE:** As a State Bar of California approved MCLE provider, Santa Clara Law certifies that this activity has been approved for 16.75 hours of MCLE credit, including one hour for Legal Ethics.

**Accommodation:** If you need reasonable accommodation to attend this event, please contact The Office of Disabilities Resources at 408-554-4109 or disabilitiesresources@scu.edu at least 72 hours before the event.

**Guarantee:** The Conflict Resolution Program at Santa Clara Law guarantees the quality of its programs and will refund tuition (minus the registration fee) to any participant who is not satisfied with a course.

**CONFLICT  
RESOLUTION  
PROGRAM**

AT SANTA CLARA LAW