

Track	Advisory and Advocacy		
Sub-track	Law Firm Practice		
TSC	Negotiation		
TSC Description	Conduct negotiations with other parties for a legal matter to achieve optimal outcomes for clients		
TSC Proficiency Level	Basic	Intermediate	Advanced
TSC Proficiency Level Description	Support negotiation process and document a negotiation for a legal matter	Conduct a negotiation to implement negotiation strategies for a legal matter	Lead a negotiation, and develop negotiation strategies and limits for a legal matter
Knowledge	<ul style="list-style-type: none"> Negotiation strategies and techniques Negotiation objectives Relevant rules of ethics and professional standards (e.g., Legal Professional (Professional Conduct) Rules, and Law Society Practice Directions and Guidance Notes) Intrapersonal intelligence (e.g., self-awareness) 	<ul style="list-style-type: none"> Communication and conflict resolution techniques Inter and intrapersonal intelligence (e.g., cultural sensitivity and awareness) 	<ul style="list-style-type: none"> Communication and conflict resolution techniques Inter and intrapersonal intelligence (e.g., cultural sensitivity and awareness)
Abilities	<ul style="list-style-type: none"> Prepare relevant background information to understand parties' respective positions Assist lead counsel in achieving negotiation objectives in accordance with ethical and professional standards (e.g., prepare negotiation briefs) Recognise and manage emotions of self during a high stress negotiation Take attendance notes for evaluation and documentation purposes 	<ul style="list-style-type: none"> Establish negotiation objectives and propose negotiation strategies to meet the objectives Apply communication and conflict resolution techniques to conduct and facilitate negotiations in accordance with ethical and professional standards Implement a negotiation strategy and evaluate negotiation outcomes Recognise and manage emotions of self and others during a high stress negotiation Finalise negotiations and take necessary follow-up actions to close a negotiation 	<ul style="list-style-type: none"> Determine a negotiation strategy to meet negotiation objectives Set and refine negotiation limits according to negotiation positions Employ appropriate and effective communication and conflict resolution techniques during a negotiation Lead negotiations in accordance with ethical and professional standards Evaluate and refine negotiation strategy during negotiations Manage escalation of tensions during high stress negotiations
Job Roles	<ul style="list-style-type: none"> Associate (Corporate) Associate (Disputes) 	<ul style="list-style-type: none"> Senior Associate (Corporate) Senior Associate (Disputes) 	<ul style="list-style-type: none"> Partner (Corporate) Partner (Disputes)