

Track	Advisory and Advocacy		
TSC Category	Legal Advocacy & Advisory		
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	- 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)	- Communication and conflict resolution techniques - Interpersonal and intrapersonal intelligence (e.g., cultural sensitivity and awareness) - Cross-disciplinary considerations relevant to negotiation strategy	Strategies for managing complex negotiations
Abilities	- Prepare relevant background information to understand parties' respective positions - Assist 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	- 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	- 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	- Associate (Corporate) - Associate (Disputes) - Legal Counsel	- Senior Associate (Corporate) - Senior Associate (Disputes) - Legal Counsel - Senior Legal Counsel	- Partner (Corporate) - Partner (Disputes) - General Counsel