

# ANNIS DISPUTE RESOLUTION

## ***“PART OF THE SOLUTION”*** ***Arbitration Mediation Investigations***

### ***Peter Annis***

#### **Lawyer Comments: Competitive Bargaining Program**

Note: The Competitive Bargaining program is a modified version of two Beta\* modules (“Essentials and Strategy” and “Gaining Advantage”) that were presented to a small group of lawyers during the summer of 2009.

#### **Borden Ladner Gervais LLP:**

*“The course is excellent - full of all kinds of explanations and valuable tips to improve bargaining outcomes. Since competitive bargaining courses for lawyers have never been offered before, I found it provided a great explanation of how bargaining strategies can pay dividends at crucial moments. I have no hesitation in recommending the course as essential training for both young and experienced lawyers.” (Essentials)*

*Better than the first one. I thought it was great. I really did learn a great deal... (Gaining Advantage)*

#### **Henan Blaikle LLP:**

*“After attending Peter Annis’ “Beta-presentation” on Competitive Bargaining, I recommended that Peter be invited to make a similar presentation to all the lawyers in our Ottawa office.” (Essentials)*

#### **Fraser Milner Casgrain LLP:**

*“Although I had previously taken several alternative dispute resolution courses, none provided the tools offered at this course to help achieve better results for clients.” (Essentials)*

#### **Gowling Lafleur Henderson LLP:**

*“These techniques were not taught in law school or dispute resolution courses and are unique to this new and innovative course.” (Essentials)*

#### **Borden Ladner Gervais LLP:**

*“The program brought structure to the topic for me. As Peter spoke, I thought how it fit nicely into my practical experience. It helped me organize my approach to future negotiations” (Gaining Advantage)*

#### **Borden Ladner Gervais LLP:**

*“This was an excellent seminar. Peter Annis was thought-provoking, lots of original and interesting ideas to help us be better negotiators and presenters of arguments. It is especially good for solicitors, I think.” (Gaining Advantage)*

#### **Soloway Wright LLP:**

*“Peter - I had to run to an appointment at the end of the seminar this morning but wanted to say thank you very much. I found the seminar really helpful. Also I liked the format. There was a great deal of information to take in... I know others in our litigation group would like to attend your next session - just want to make sure we are on your mailing list.” (OCA 3 Hour Program)*