

In the Post-Lehman Economy, Greenbaum's Women's Leadership Forum Holds Business Leaders Symposium on Negotiating in Tough Economic Times

September 26, 2008

On Tuesday, September 23rd, Greenbaum Rowe's Women's Leadership Forum (WLF) hosted a Business Leaders Symposium on the topic of negotiating successfully in the current difficult economy. This symposium was the first in a series of events planned to develop skills critical to business leaders, such as negotiation techniques, and to provide an opportunity for executives and professionals to cultivate business relationships through networking.

Co-Chairs of the Women's Leadership Forum, attorneys **Emily A. Kaller** and **Catherine S. Shimsky**, note that the Forum's mission is to advance women at the firm and throughout the business community by helping women business leaders grow professionally, and sustain business success in positions of leadership. Both women agree that the inaugural Business Leaders Symposium came at the right time and delivered true benefits to the attendees, specifically, the opportunity to sharpen an essential business skill and to develop relationships with other business leaders, each of which will be critical in the times ahead.

The attendees of the Symposium, including executives, professionals, business leaders and entrepreneurs across a wide range of industries, received practical advice from a well known expert in negotiation skills, particularly as they apply to women in business and the professions. Speaker Lee Miller addressed how negotiators can influence results in a volatile economy by focusing on getting to know what motivates the parties across the table, what he calls the "U Perspective." He stressed the importance of doing one's homework on the other parties to a negotiation beforehand.

Miller is the Managing Director of NegotiationPlus.com; he is a graduate of Harvard Law School and an adjunct professor of management at Seton Hall. He is the co-author of *A Woman's Guide To Successful Negotiating* (McGraw Hill) selected by Atlanta Woman magazine as one of the 50 best books for professional women.

Greenbaum, Rowe, Smith & Davis LLP, with offices in Woodbridge and Roseland, NJ, has over 100 attorneys in four departments: Litigation, with over 50 attorneys, Corporate, Real Estate and Tax, Trusts & Estates.

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