



**Virtual Negotiation Workshop**  
**June 2, 2022**  
**11:00 – 1:30 Eastern**

AIRROC and our NextGen Task Force present a Virtual Negotiation Workshop. Modeled around principles contained in the well-known book “Getting to Yes,” authored by Robert Fisher and William Ury, this workshop will cover the basic negotiation strategies that you need to know. If you are newer to your career or a seasoned professional, you will gain insights from logging in!

The presentation will include a combination of lecture style sessions and case studies with role plays. An optional “Drop In Room” will be offered at the end of the sessions to allow participants to interact with the presenters in a smaller group.

**11:00 – 11:55 am Basic Negotiation Skills and Introduction to the Fact Pattern**

Our panel will introduce the participants to the ubiquity of negotiations in our daily lives, the “typical” way most people negotiate without the benefit of training and understanding (distributive vs ‘win-win’ collaboration), the “Getting To Yes” collaborative and creative style of negotiating, and a basic “to-do” list for any negotiation (planning and preparation, conducting the actual meeting, reaching a collaborative settlement, etc.). An introduction and set up for the fact pattern and mock negotiation will also be presented.

**Presenters:** Peter Scarpato, Arbitrator, Mediator and Negotiations Consultant  
Bina Dagar, Ameya Consulting LLC  
Connie O’Mara, O’Mara Consulting LLC

**11:55 – 12:00 pm Break**

## **12:00 – 1:15 pm View the Negotiations -- Win-Win and Distributive**

Attendees get a “fly on the wall” view of both sides as they plan their negotiation strategy and engage in an actual negotiation using two different approaches. Our experts will [provide takeaways and key elements of the different types of strategies to maximize the learning potential.

### ***Players:***

Insured: Lourdes Francisco, Business Runoff Accounts/Latent Lead, Munich Re  
Insured’s Counsel: Daryn Rush, Senior Counsel, O’Melveny & Myers

Insurer: Carolyn West, Lead Consultant – Reinsurance Claims, Allstate  
Insurer Counsel: Erika M. Lopes-McLeman, Partner, Dentons

Commentator: Peter Scarpato, Arbitrator, Mediator and Negotiations Consultant

## **1:15 – 1:30 pm Drop-In Room (Optional)**

Participants have the option to join the panelists and facilitators on video to ask questions and have some live interactions.