

The logo for KALON, featuring the word "KALON" in a white serif font inside a dark red square. A thin white vertical line is positioned to the left of the letter "K".

THE KALON ADR CENTER
Create Value, Not Conflict.

The Kalon Law Firm, LLC
140 Huyshope Ave.
Hartford, CT 06106
kalonlawfirm.com

What is Negotiation Really?

The unspoken answer is, "It's a way to get the better of my opponent."

I offer you a reframe, which will help you get better results:

Negotiation is deal-making.

Think about it.

You don't have to negotiate. You have other options. But you negotiate because you think you can reach a resolution that is better than your other options.

You are making a deal.

And that deal is more than just the best result for you - it is about an optimal solution. If you are a good negotiator, you know how to pursue your interests. If you are a great negotiator, you also know how to pursue your opponent's interests which do not conflict with your interests and you know how to trade interests of high value for her with interests of high value for you.

How many times have you prepared for a negotiation by thinking about the value you can create for your opponent?

Probably almost never, because we have been taught to think negotiation is adversarial. Even I make this mistake - I'm referring to the other person as your "opponent."

Advertising Material

THE KALON LAW FIRM,, LLC
140 Huyshope Avenue, Suite 405 | Hartford, Connecticut 06106 | 860.249-0979



Reframe negotiation. Make optimal deals.

Missed an issue? No worries. They are here:

<https://kalonlawfirm.com/the-luminis/>

THE KALON ADR CENTER

a part of

THE KALON LAW FIRM, LLC

Create Value, Not Conflict.

Want to Resolve Your Case? We Can Help.



Contact

Christopher P. Kriesen at ckriesen@kalonlawfirm.com

or Renee Solomon at rsolomon@kalonlawfirm.com



If you have a case that you are unable to resolve, we can help you reach an agreement with your opponent, create value for your client, and close your case, avoiding the expense, time, and uncertainty of trial (a resolution method of last resort). We use Doodle to conveniently set up hearing date (and can set dates within a forty-five day window). We use the secure platform of Zoom for online hearings.

If you need a date immediately, we will work with you to make it happen.

The Kalon ADR Center gives 5% of its revenue to a fund for graduates of the Hartford Youth Scholars to help further their education needs.

The Kalon ADR Center is recognized as one of “Hartford’s Finest, 2019” by the Hartford Courant. Attorney Kriesen is AV rated by Martindale Hubbell, is recognized by Best Lawyers, 2020-21 and Super Lawyers, 2019-2020. He is a Lawyer of the Year, Best Lawyers, Mediation Hartford, for 2021.

Learn more: <https://kalonlawfirm.com/what/adr/>





Attorney Kriesen is the founder and principal of Kalon. He has been practicing law as a trial and appellate lawyer for over twenty-years. He completed Harvard Law School's Advanced Mediation Workshop at the Program on Negotiation. He serves as an Attorney Trial Referee, Factfinder, and Arbitrator at the Hartford Superior Court and Special Master at the District Court, CT. He completed an eight-class, one-year executive education program at the Stanford GSB. He holds a Juris Doctor from The University of Connecticut School of Law.

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