



Advanced Negotiation Skills— How Using AI and Mastering the Math Can Help You Be Effective

THURSDAY, SEPTEMBER 10, 2026

Approved for 2.0 Law and Legal Procedure CLE credits.

\$79 - New Members*

\$99 - Standard

Washington State Bar Association

1325 Fourth Ave., Suite 600 | Seattle, WA 98101

**WEBCAST
ONLY**

DESCRIPTION

Join us for a demonstration of two advanced negotiation skills. First, we'll demonstrate how AI can assist practitioners in drafting mediation submittals; pre-session calls, and negotiating during mediation itself. Next, we'll discuss the "magic of numbers" to demonstrate how subtle clues in demands and offers can help parties effectively message and interpret settlement intent.

FACULTY

S. Karen Bamberger - JAMS,
Seattle, WA

David M. Schoeggl - JAMS,
Seattle, WA

SCHEDULE

8:40 a.m. > Webcast Log-In Opens

8:55 a.m. > Welcome and Introductions

- **Jennifer Holderman** - *Washington State Bar Association, Seattle*

**9:00 a.m. > Advance Negotiation Skills—How using AI and
Mastering the Math Can Help You Be Effective**

120 minutes, 2.0 credits L&LP

During this session, faculty will provide a near-live demonstration testing two different AI models on a hypothetical settlement negotiation including drafting mediation letters as well as the negotiation phase. The session will also demonstrate the importance of mastering the math connected with negotiating techniques and developing settlement offers, or the iterative art of Bracketing.

- **S. Karen Bamberger** - JAMS, Seattle, WA
- **David M. Schoeggl** - JAMS, Seattle, WA

11:00 a.m. > Adjourn • Complete Online Evaluations

Advanced Negotiation Skills—How Using AI and Mastering the Math Can Help You Be Effective

Thursday, September 10, 2026 • #26142 WEB

REGISTRATION

To register online, please go to the [registration page](#). Click to add to cart and complete your purchase. You may pay by credit card, or via ACH. Alternatively, you may print and mail an invoice seven business days prior to the program along with your check payable to WSBA. Credit card payments by mail or fax are no longer accepted. Note, our service provider will charge you a separate, non-refundable transaction fee of 2.5% on all bank card transactions.

Effective Oct. 1, 2025, applicable sales tax will be applied to all live seminar registrations (in-person or virtual). For more information, refer to changes to [Washington sales tax law](#).

If special accommodations are needed, please email cle@wsba.org or call toll-free at 1-800-945-9722.

☐ Please omit my name from the networking list made available to exhibitors and/or attendees.

PRICING INFORMATION

☐ **#26142 WEB, attend via webcast, 9/10/26**

☐ \$79 - New Members*

☐ \$99 - Standard

**Active members of the Washington State Bar Association will be considered New Members through the calendar end of the tenth year following admittance to practice in the state.*

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