

# Ethical Negotiations: Navigating the Gray Areas

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It is common for litigators to encounter an ethical gray area during negotiations. Member **Mike Rubin** (Baton Rouge) will participate in an American Bar Association (ABA) webinar titled “Ethical Negotiations: Navigating the Gray Areas” on April 10, 2024. This program will employ a role-play format to explore various options as to how to remain ethical during negotiations when faced with a situation in which the ethics rules are unclear as to how to act.

Mike and his co-presenters will offer attendees tips on how to:

- Identify the ABA Model Rules that come into play during negotiation (whether formal negotiation or informal)
- Recognize that when the Rules are not exactly on point, lawyers still have a duty to act ethically and professionally
- Consider a variety of solutions in various negotiation scenarios to discharge your duties under the ethics rules
- Know that even when a situation falls within a “gray area” in the ethics rules you can apply the principles underlying the rules to act ethically

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Michael H. Rubin