Webinar: Focusing on the Business Processes of Contract Management

Above the Law and Concord will present a complimentary **webinar** titled "The Process of Negotiating: Focusing on the Business Processes of Contract Management for Successful Negotiation."

The event will be Wednesday, Jan. 31, 2019, at 1 p.m. Eastern time.

The webinar will be moderated by Brad Blickstein, consultant, speaker and writer on law department operations. He will be joined by Travis Bickham, VP of sales and marketing at Concord, and Jeff Barlow, co-founder at Nimble Services.

The webinar will explore how to reimagine the negotiation process as a business process:

- How to rethink contract processes to increase efficiency and effectiveness
- Negotiation processes, best practices, and how to avoid an adversarial tone
- Tools and technology that will help create repeatable, scalable processes

Register for the webinar.