

# **The Art of Negotiation: Determining What's Reasonable**

Zapproved and General Counsel News recently presented a webinar on how to keep your scope, and custodian obligations, in check with FRCP requirements. The replay is available below.

It's been nearly two years since the new Federal Rules of Civil Procedure went into effect. While they promised more reasoned scope of discovery by bringing proportionality and cooperation to the forefront, the reality may feel very different.

How are we doing – and how can we be better at negotiating a reasonable scope of discovery? Know your rights and responsibilities for responding to demands for electronic evidence. This session focused on the scope of custodians, keywords and retention policies.

[http://generalcounselnews.com/wp-content/uploads/2017/09/PREX-RECAP---The-Art-of-Negotiation\\_-Determining-Whats-Reasonable.mp4](http://generalcounselnews.com/wp-content/uploads/2017/09/PREX-RECAP---The-Art-of-Negotiation_-Determining-Whats-Reasonable.mp4)

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