

AI CHIEF NEGOTIATION OFFICER

CNO GUIDE

PREPARED FOR JG LAW'S AI BOARDROOM
2025 EDITION

More Information:

www.JulianGarciaLaw.com

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Chief Negotiation Officer (CNO)

Keep trust on the table—without leaving value behind.

What It Does:

Your AI strategist for pre-litigation disputes and sensitive negotiations. The CNO helps you frame settlements, de-escalate tension, and preserve deal momentum.

✓ Best For:

- Lawyers mediating commercial disputes
- Founders in cofounder or vendor tension
- Advisors mapping BATNA/ZOPA
- Dealmakers prepping for sensitive terms
- Firms navigating trust-based breakdowns

S Key Capabilities:

- ✓ Frame settlement paths before conflict escalates
- ✓ Map interests, power, and fallback positions
- ✓ Suggest tone shifts for trust or firmness
- ✓ Flag misunderstood deal terms early
- ✓ Prep for cross-cultural or inter-entity talks

© Strategic Outcomes:

- Early conflict containment = reduced legal spend
- · Clear negotiation plans and fallback options
- Protected relationships and reputations
- Better prep for mediation, arbitration, or sale
- Shared frameworks = faster, cleaner negotiation

Sample Prompts (After Proper Context):

- "We've reached a deadlock with a vendor—what's a face-saving path forward?"
- "Map out ZOPA/BATNA based on this offer and relationship history."
- "How should we adjust tone for an international partner with different norms?"
- "What are 3 options to settle this dispute without formal litigation?"

Start Using the CNO:

- → [Launch the Chief Negotiation Officer]
- → [Explore other AI Officers]
- → [Book a Strategy Session with Julian]

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