***“Negotiating Plea Agreements in the Era of Advisory Sentence Guidelines”***

***August 28, 2015***

Additional Resources:

There are many books, articles and seminars on the subject of **negotiations**.

Here are just a few:

**These two are by one of our speakers Barry Goldman.**

*Article:*

First Offer by Barry Goldman, June 2015 Issue of the Michigan Bar Journal

<http://www.michbar.org/journal/home/VolumeId=180>

*Book:*

The Science of Settlement -  Ideas for Negotiators, by Barry Goldman

Here is the link to the book on Amazon:  
[**http://tinyurl.com/p97rp8s**](http://tinyurl.com/p97rp8s)  
Here is the link to the book on Google Books:  
[**http://tinyurl.com/ob9uu9g**](http://tinyurl.com/ob9uu9g) **This is an article I (Judge Talon) recently read.**The Criminal Defense Attorney as an Effective Negotiator:  A Systematic Approach

By Rodney J. Uphoff, University of Missouri School of Law

<http://scholarship.law.missouri.edu/cgi/viewcontent.cgi?article=1384&context=facpubs>

Also see the American Bar Association Website [www.americanbar.org](http://www.americanbar.org)

**Lawrence S. Talon**

**Third Judicial Circuit of Michigan**

**313-224-2789**