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Noam Ebner, *Negotiation via (the New) Email*, in Jay Folberg & Dwight Golann, *Lawyer Negotiation: Theory, Practice and Law* 156 (3d ed. 2016). , 2016 Yael Efron & Noam Ebner, *Legal Education in Israel : Developments and Challenges*, in *Legal Education in Asia* 99 (Shuvro Prosun Sarker ed., 2014)., 2014

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Lawyers routinely begin legal negotiations with a written demand letter 4 and a wealth of multidisciplinary, empirical research exists to assist lawyers as they negotiate on behalf of their clients. 5 However, the application of this empirical research to the written demand letter is largely absent from mediation and

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