



TELECONFERENCE
Lie to Me
 Secrets for Negotiators, Mediators, and Arbitrators

NOVEMBER 9, 2010
 12:00 - 1:15 PM Eastern Time

This teleconference explores the secrets and science behind the hit TV series, *Lie to Me*. Research shows even mild emotions affect negotiation, and every lawyer has their stories about lies that derailed negotiations or litigation. But research also shows that people, including lawyers, do no better than flipping a coin at detecting lies!

The teleconference explores several themes, including: Can emotional awareness really affect the bottom line? What emotions affect negotiation? How much of the emotions that affect negotiations are cultural? Why do people do so badly at detecting lies? How can you learn to detect lies better? You will learn how to spot the very important emotion of contempt – one of the key signals that psychology Professor Gottman uses to predict the end of marriages with ninety percent accuracy in only fifteen minutes. Be aware: it may help you spot a marriage – or mediation! – about to go off the rails, but you’ll be surprised how often you spot it.

Moderator

Michael Timpane, JAMS, San Francisco, CA

Speaker:

Clark Freshman, Professor of Law, Hastings College of Law, San Francisco, CA

Price:

\$55 – ABA Section of Dispute Resolution members
 \$95 – ABA members
 \$115 – General/Non-members

Registration: Register online at www.abanet.org/dispute or fill out and return the enclosed registration form.

Registration Deadline – November 5, 2010

CLE Information: 1.25 hours of CLE credit in 60-minute states/1.5 hours of CLE credit in 50-minute states have been requested in states accrediting ABA teleconferences and live audio webcasts. *States currently not accrediting ABA Teleconferences:* DE, IN, KS, OH, PA.

Choose One:

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You must provide a valid email address in order to receive the dial-in information and session materials via email.

Teleconference Registration Deadline: Friday, November 5, 2010.

Send registration form to:

ABA Section of Dispute Resolution * 740 15th Street, NW * Washington, DC 20005 Phone: 202-662-1680 * Fax: 202-662-1683