

Applying Neurobiology to Negotiation and Mediation

ONE-DAY SEMINAR - NOVEMBER 16TH 2016
9h - 17h30 - Cluj Napoca



GRID Romania
Grup de Rezolvare Independentă a Disputelor

MediereNet



INSTITUTUL
TRANSILVAN
DE MEDIERE



WHY ATTEND THIS WORKSHOP ?

How do our brains work in negotiation or mediation when we try to manage our emotions, when we need to focus our attention, take a decision or analyze the behavior of another person? What are the main biological processes and mechanisms driving the behavior of parties, counsel, their advisors and neutrals before and during a negotiation or mediation? How can we optimize negotiation and mediation processes and practices to take into account these processes and mechanisms?

This groundbreaking workshop will give you answers to these questions and will help you reflect upon your professional business, legal and ADR practices.

WHO IS IT FOR ?

Business executives, lawyers, in-house counsel, mediators and other ADR professionals (including judges, arbitrators, conciliators and negotiators) who are eager to expand their knowledge, reflect upon the impact that procedural issues might be having on their negotiations or dispute resolution strategies, learn new skills and techniques, and gain new insights into their professional instincts, preferences and practices based on the latest findings in neurobiology.

INTENDED BENEFITS FOR THE PARTICIPANTS

During this workshop, you will learn:

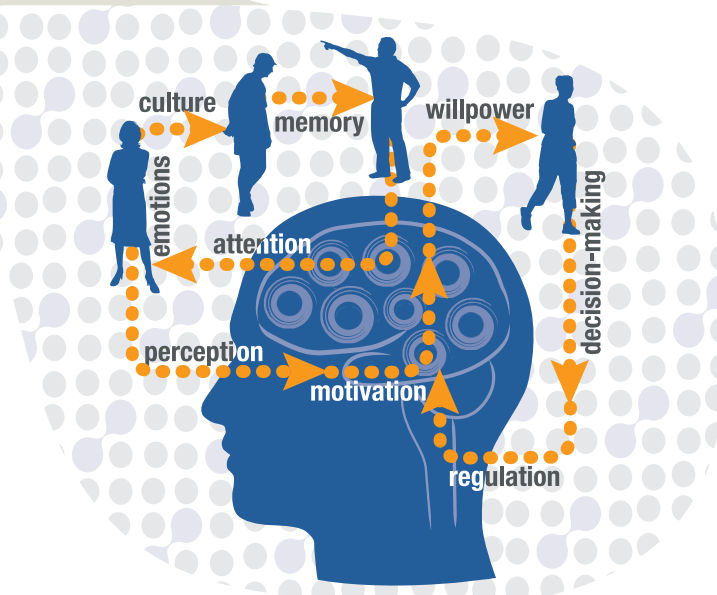
- ▶ How to diagnose conflicts based on knowledge from neuroscience and to consider process design as part of the task at hand
- ▶ How to prepare for your mediations and negotiations to have an effective ADR strategy using this knowledge and critical junctures
- ▶ How to implement key parts of the process (including such techniques as emotional regulation, attention orientation and mindfulness)
- ▶ An understanding of mediation not only as a facilitated negotiation, but also as a social, emotional and cognitive process.



TESTIMONIALS FROM OUR MOST RECENT WORKSHOPS

- ▶ "This excellent and accessible description of how the brain works will provide the conscientious mediator with a powerful key to unlock some of those bedeviling mysteries of human behavior." - **Jonathan Hyman, Professor of Law and Arthur C. Clapp Public Service Scholar, Rutgers School of Law, Newark.**
- ▶ "This is unique and highly practical material that stimulates thinking about how to move through conflict in ways that break down barriers that lead to impasse. I will be spending lots of time with the materials and ideas taken away from the program to apply directly to my practice. Very high impact in terms of improvement of practice skills" - **Peter Benner, Mediator & Arbitrator, New York**
- ▶ "The amount of actionable information I received was incredible." - **Tanya Rapacz, The Partnership Resource, Boston**

REGISTRATION FEE: 75€



FACILITATOR



Jeremy Lack is an independent lawyer and ADR Neutral. He specializes in designing and implementing international commercial dispute prevention and resolution processes. He is a Vice-Chair of the Independent Standards Commission of the International Mediation Institute (IMI), the Chair of the Swiss Chamber of Commercial Mediation (Section Romande), and a panelist with AAA/ICDR, CEDR, CMAP, CPR, IBMS, ICC, CMAP, INTA, IMI, SKWM/CSMC/SCCM, SIMC and WIPO. Jeremy is a Door Tenant with QUADRANT CHAMBERS in London, an advisor to CHARLES RUSSELL SPEECHLYS LLP in Geneva and London, and counsel to HELVETICA AVOCATS in Switzerland, and SCHONEWILLE & SCHONEWILLE Legal Mediation in the Netherlands. He has a MA Oxon degree in Physiological Sciences and in Jurisprudence from Lincoln College in Oxford. He handles international negotiations, mediations, conciliations, arbitrations, litigations and mixed ADR hybrid processes in a wide range of fields and technologies.

TO REGISTER OR FIND MORE INFORMATION:
www.neuroawareness.com/cluj