

Applying Neurobiology to Negotiation and Mediation

ONE-DAY SEMINAR | APRIL 3rd, 2013 | CHICAGO

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?

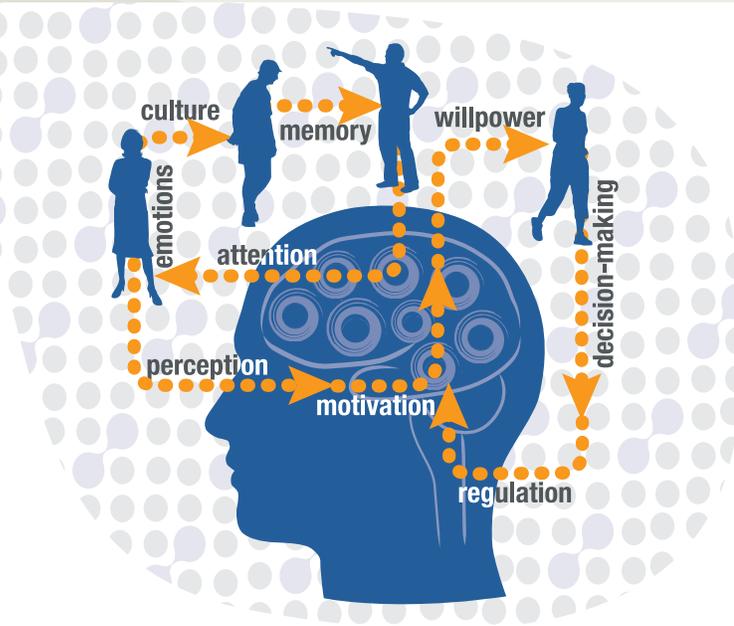
This groundbreaking workshop will give you answers to these questions and will help you reflect upon your professional business, legal and ADR practices.

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

- ▶ A new perspective on what happens in negotiation, mediation and litigation;
- ▶ A better understanding of the key biological drivers of human social behavior during different types of negotiations;
- ▶ Awareness of cognitive techniques that can be used to positively impact decision-making processes;
- ▶ A better understanding of the brain's potential and limits during conflict situations;
- ▶ Interacting with peers and exchanging ideas about how to apply this new knowledge in practice;
- ▶ Improved self-awareness skills and new tools that can be used in all negotiations and ADR processes.



FACILITATORS



François Bogacz, MSc. is the co-founder and CEO of Neuroawareness Consulting Services Inc. He has trained hundreds of professionals about the brain in the last 2 years. He has previously worked at Microsoft, Hitachi and Philips as a marketing and business development executive and created start-ups in Europe and the USA. He has completed a Post-Graduate in Neuroscience of Leadership, is a Graduate of the Harvard Program On Negotiation, an IMI certified mediator and a De Bono Thinking Systems Facilitator.



Jeremy Lack is an ADR neutral and an Attorney-at-Law with a degree in Jurisprudence and Physiological Sciences (MA Oxon). He is a JAMS International Panelist and an IMI certified mediator, and has been applying recent discoveries in neurobiology to his own practice. Jeremy is a Door Tenant with Quadrant Chambers (UK), counsel to

PCZLAW (US), and a former partner with Altenburger Ltd (CH). He mediates cross-border commercial disputes between parties coming from different countries and cultures. He is the Co-Chair of the International Committee of the ABA's Dispute Resolution Section, a past Chair of CIArb's Mediation Subcommittee, a member of several IMI taskforces (on cross cultural mediation, mediation advocacy, and investor-state disputes) and an accredited neutral with several leading ADR institutions in Europe and the USA, including JAMS, CPR, ICDR, ICC, INTA and WIPO.



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:

Until March 3 : \$295 | After March 3 : \$395

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