

BEHAVIORAL SCIENCE STRATEGIES FOR THE LAWYER-MEDIATOR

MODULE #2:

Emotional Factors In Effective Negotiations

DATE & TIME:

9 JAN 2021 (SAT) **HKT** 10:00 AM-12:00 NOON

8 JAN 2021 (FRI) **USA** 6:00 PM-8:00 PM

FORMAT:

VIA ZOOM

SPEAKER:

DEBRA DUPREE, PSY.D., MEDIATOR, PSYCHOLOGIST, EDUCATOR

LANGUAGE:

ENGLISH

FEE:

MODULE #2: HK\$350



Organiser:



香港調解學院
HONG KONG INSTITUTE OF MEDIATION

2 CPD points
approved from HKMAAL

Pending CPD registration
approval from
The Law Society of Hong Kong

“Why do sensible, intelligent, rational people appear to act so irrationally?

“Why do commercial business people behave so unprofessionally and in such a child-like manner when in conflict?”

“What is it that so quickly drives people into intense and bitter disputes?”

As mediators and lawyer advocates, we’ve seen it all!

This series is designed to equip the Modern Mediator and Legal Advocate with behavioral science-based perspectives and strategies to facilitate negotiated and mediated client sessions for people in conflict.

When in conflict, people function in a state of emotion, even if well-concealed. Given the neurobiology of the brain when in conflict, our ability to effectively engage in rational discussions and decision-making is derailed.

With the transition to “virtual” mediation, it’s time to embrace what we now know as the benefits to the online experience and learn how to mitigate the distractors.

With these first two of six modules presented by Dr. D, you as the mediator and lawyer-advocate gain up-to-date skills and abilities to effectively navigate in today’s virtual world of doing business!

Module #2: Emotional Factors in Effective Negotiations

- Doing Your Homework before the Negotiation
- Embracing the Law of Reciprocity
- Facilitate or hinder coordination of strategic exchanges: The interplay of information-processing and emotional expression.
- Separating the people from the problem



ABOUT THE SPEAKER

DR. DEBRA DUPREE



Debra is a Workforce & Leadership Development Coach, Mediator, Trainer and Keynote Speaker. She consults with organizations on managing employees with medical conditions, employee engagement through cultural inclusion, and communication/conflict management strategies.

Debra has trained throughout North America in workplace mediation, the interactive process, and leadership strategies. She was voted by participants in SkillPath Corporate Strategies Seminars as one of the top ten global trainers.

Based on her dissertation on the “Psychology of Good Bosses versus Bad Bosses,” her work has evolved into a 90-day Leadership Bootcamp for emerging leaders and advancing professionals. She embraces the philosophy that MINDSET shapes our behavior and how we show up matters when influencing and leading others.

Debra served as the President of the California Association of Rehabilitation Professionals (CARP) when the Americans with Disabilities Act (ADA) was passed and on the Board of Directors when major changes to the California Workers’ Compensation were enacted by Legislature in 1994. Since then, she was featured in Newsweek as one of San Diego’s top psychotherapists, recognized by the Los Angeles Federal Executive Board for her workplace mediation expertise and mentorship, and distinguished as a leader in dispute resolution by the Southern California Mediation Association (SCMA) and the Association for Conflict Resolution (ACR).

She served nationally as the Workplace Co-Chair and Newsletter Editor for the Workplace Section of ACR. She was also President of ADR-San Diego. She joins the SCMA Board of Directors for its upcoming 2021-2023 term. As an Educator, she has accumulated 15 years as a Professor for Cal Western School of Law in ADR, National University in Conflict Management Systems, and at Ryokan College in the field of psychology.

Today, Debra is the founder and president of Relationships at Work, Inc., a consulting practice founded in 2011 serving organizations and the professional community on the psychology of people in conflict.

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