



Oregon Law Institute
of Lewis & Clark Law School

*The Impact of
Culture and Gender on*

NEGOTIATION AND MEDIATION

Our special guest speaker and negotiation and mediation expert **NINA MEIERDING** will teach you how to:

- Achieve better results for your clients
- Recognize and respond to how people process information and view time
- Identify the difference between rapport and report talk and how it impacts the goal of the conversation
- Understand how power is viewed and used

FRIDAY, OCTOBER 22, 2010

Oregon Convention Center
777 NE Martin Luther King Jr. Blvd.
Portland, Oregon

6.5 General or Access to Justice MCLE Credits

SCHEDULE

8:30 a.m.

LATE REGISTRATION AND DISTRIBUTION OF MATERIALS

9:00–10:30

Communicating Across Cultures

Nina Meierding begins the seminar with a discussion of direct and indirect communication (high and low context), cross talking and overlapping speech, ritual opposition, and how people process information and view time (monochronic and polychronic).

- Questions and answers

10:30–10:45 BREAK

10:45–12:15

Negotiating Across Cultures

This session focuses on how different cultures may view fairness and truth, assess risk and make decisions, evaluate needs and interests, and determine when a deal is a deal.

- Questions and answers

12:15–1:15 LUNCH (on your own)

1:15–2:45

I Can't Believe You Said That!— Gender Differences in Communication

This session explores the difference between rapport and report talk and how it impacts the goal of the conversation, how humor does not always “translate” across genders (or cultures), and how genders may validate differently. We will also examine how power is viewed and used.

- Questions and answers

2:45–3:00 BREAK

3:00–4:30

Apologies Across Genders and Across Cultures

The final session will focus on how gender and culture may impact the how, when, where, and why of an apology. We explore how as lawyers or as mediators we can help our clients give and receive apologies and achieve more durable resolutions to their conflicts.

- Questions and answers

4:30 p.m. ADJOURN

Back by popular demand!

Nina Meierding is one of our highest rated speakers. Below are some typical comments from Nina's previous presentation for OLI:

- "This seminar was fantastic. Great presentation with lots of examples and tips. Very practical guidance on how to get better outcomes."
- "This seminar, more than other negotiation seminars I have attended, really got at the soft side of negotiation—which along with the law and the facts is very critical to negotiation success."
- "Nina is a great speaker—conveys information in an understandable manner and wraps it all together."
- "Excellent, practical, informative, and entertaining."
- "Nina is a very good teacher. Lots of teaching but the pace and rhythm was great, so the pieces were digestible and did not become overwhelming. Excellent choice of content—hitting the nuts & bolt basics—which veteran lawyers did not get in law school long ago."
- "Exceeded expectations. Love the humorous stories. Thanks!"

LIVE PRESENTATION

Portland – 10/22/10
Oregon Convention Center
777 NE MLK Jr. Blvd.

MCLE CREDIT

*The Impact of Culture and Gender on
Negotiation and Mediation* will receive **6.5**
General or Access to Justice MCLE credits.

QUESTIONS?

Please call OLI at (503) 768-6580
in Portland or toll-free in Oregon at
(800) 222-8213, e-mail us at
oli@lclark.edu, or visit our website
at www.lclark.edu/org/oli.

Special Guest Speaker:
Nina Meierding,
M.S., J.D.



Nina Meierding is an expert in negotiation and has taught thousands of lawyers worldwide how to be better negotiators.

She was the Director and Senior Mediator at the Mediation Center for Family Law in Ventura, California from 1985–2007 where she mediated over 4,000 disputes. She is an adjunct professor at Pepperdine University School of Law and Southern Methodist University, and has taught communication, mediation, and culture seminars in England, Ireland, Sweden, Scotland, India, the Netherlands, and throughout the U.S. Nina has served as the President of the Academy of Family Mediators (AFM) and on the board of directors of the Association for Conflict Resolution (ACR). Nina is the recipient of ACR's 2005 John Haynes Award for distinguished service to the field of dispute resolution.

REGISTRATION FORM

The Impact of Culture and Gender on NEGOTIATION AND MEDIATION

Friday, October 22, 2010

Name

OSB No. or Profession

Firm/Organization

Street Address

City/State/Zip

Phone

E-Mail

TUITION

- \$195** Early registration (*received by October 18, 2010*)
- \$165** Early registration tuition for new attorneys (admitted 2008–2010) and legal staff (*received by October 18, 2010*)
- \$115** OLI Annual Passholder (OLI Pass No. _____)
- \$20** Add to above tuition if registration received *after October 18, 2010*

NOTE: This program will not be recorded.

ENCLOSED IS \$ _____ BY:

- Check payable to Oregon Law Institute (OLI)
- Credit Card: Acct. # _____ - _____ - _____
 VISA MasterCard
- Exp. Date: _____ Signature: _____

Return this form with payment to:
OLI Registrar
620 SW Main Street, Ste. 706
Portland, OR 97205-3037

...or fax (503-768-6585) or e-mail
(oli@lclark.edu) this registration
form to OLI, including credit
card information.

**QUESTIONS? Call (503) 768-6580,
check out our website at www.lclark.edu/org/oli,
or e-mail us at oli@lclark.edu.**

CONFIRMATION: Confirmation will be sent via e-mail.

CANCELLATION POLICY: Tuition minus a \$25 handling charge will be refunded if the cancellation request is *written and received* by Monday, October 18, 2010.

NEED ASSISTANCE: If you are a person with a disability, please let OLI know in time to make any necessary accommodations for you.

TUITION ASSISTANCE: A limited number of scholarships are available based on financial need. Contact OLI.