



American Academy of ADR Attorneys

2022 AAAA Annual Advanced ADR Fall Seminar

Friday, November 11, 2022 * Hotel Julien Dubuque, 200 Main Street, Dubuque, IA 52001

(IOWA - 7.5 Total CLE Hours Approved: 1 hour Ethics, 1 hour Diversity, .75 hour Wellness - Activity Number 384860)

Thursday, November 10, 2022

6:00pm Private Dining Room Dinner in Caroline's Restaurant. This will be an informal personal pay dinner for those who would enjoy some extra conversation and professional networking. Seating limited to 20. RSVP when registering.

Friday, November 11, 2022

7:30 – 8:00am Check-in and Welcome with both hot and continental breakfast items along with coffee

8:00 – 8:45am ADR Panel Update

These discussions will put a spotlight on the current professional landscape in mediation, arbitration and the courts.

8:45 – 9:45am Scientific Approaches to Creating Change: Reducing Bias, Creating Inclusion, and Promoting Equity

Hosted by Dr. William T. L. Cox, a stereotyping and bias reduction researcher from the University of Wisconsin-Madison and the CEO of the Inequity Agents of Change nonprofit. In his hour-long session, Dr. Cox will provide an introduction to the bias habit-breaking training, which is the only bias/diversity training that has been experimentally tested and shown to be effective at creating meaningful changes related to bias, diversity, and inclusion. Dr. Cox will share insights into understanding how to reduce bias related to race, gender, and other social identities, drawn from his and his colleagues' 15 years of research on the bias habit-breaking training. For more information and to donate visit: <https://www.biashabit.com>.

9:45 – 10:00 am Break

10:00 – 12:00pm The Truth Behind Lying – Part 1

Typically, a presentation on lying includes watching slow motion video aimed to put a spotlight on "micro facial expressions" as a way of detecting deception. While these types of presentations may be entertaining, the reality is, even seasoned negotiators and interrogators have a hard time effectively employing those strategies consistently or with any degree of certainty. CTK Group is a team of active investigative interviewers who train law enforcement officers, insurance adjustors and attorneys on "best practice" techniques for deception detection. Hosted by Jon Turbett, Special Investigator with the Iowa Division of Criminal Investigation, Jon oversees the legal component of The CTK Group's interview and Interrogation courses. This session will put a spotlight on what actually and consistently produces results based on current research. While the discussion will be through the lens of a criminal investigator, it will provide practical application to advance the skills of experienced mediators/arbitrators. It is aimed to reveal the truth behind lying. Both sessions are set to be an open forum, so questions are encouraged throughout the presentation.

12:00 – 1:00pm Buffet Luncheon and Annual Member Meeting

1:00 – 3:00pm The Truth Behind Lying – Part 2

As this presentation continues Jon will continue to cover; deception detection (*Can we really become human lie detectors/What does the research say?*); human nature and motivation (*Why do people not confess/Why do they lie? – based on experience and research*); rapport building and encouraging truthful responses (*rooted in current sales practices, law enforcement experience and research*); and best practices for interviewing and detecting deception (*an introduction and explanation of the research-based cognitive interview*).

3:00 – 3:15pm Break

3:15– 4:00pm Virtual Mediation: Psychological and Other Considerations

Virtual mediation is convenient, efficient, economical, etc.; but many sense that it is not as effective. Hosted by L. Craig Nierman, Craig will cover, does science explain why it is harder to "close the deal" through a computer or telephone? More importantly, does it provide any insights as to what we can do to make it more effective?

4:00 – 5:00pm Ethical Issues in Mediation Panel

Moderated by Paul Thune, this panel discussion will cover ethical issues and situations that arise in mediation.

6:00pm Private Dining Room Dinner in Caroline's Restaurant. For those who are staying Friday night, this will be an informal personal pay dinner for all who would enjoy some extra conversation and professional networking. Seating limited to 20. RSVP when registering.

Registration Options

AAAA Members \$325 * Nonmembers \$375

REGISTER: <https://secure.affinipay.com/pages/academyofadrattorneys/seminar> by Sunday, November 6, 2022
