

**University of Cincinnati College of Law
Center for Practice**

***Dealing with the Difficult: On Emotion and Psychology for
Client Counseling and Negotiation***

At Stratford Heights Complex
2634 Stratford Avenue
Cincinnati, OH 45220
(across the street from UC Maingate on Clifton Ave.)

December 11, 2008
8:30 a.m. – 12:30 p.m.
(3.5 general CLE credit, approval pending)

Faculty: Marjorie Corman Aaron, UC College of Law

Program Description

This course will enable participants to apply insights from recent research on the impact of emotion and psychology on reasoning, decision-making and communication. We will focus on how lawyers can influence clients, colleagues and even opposing counsel using the “Core Concerns Model” in R. Fisher and D. Shapiro’s *Beyond Reason: Using Emotions as You Negotiate* (Viking, 2005) and insights from the psychology of decision making. After each lecture presentation, participants will apply lessons learned in legal practice scenarios, including client counseling and negotiation with colleagues and opposing counsel.

Participants will learn:

- recent academic findings on emotion and its impact on reasoning and communication
- the role of meta-emotions
- the “core concerns” model for analyzing and addressing emotional triggers that can positively or negatively affect interaction
- recent research in the psychology of decision-making, with a focus on decision-traps and distortions
- how to use these findings to have more effective communication with clients, colleagues and opposing counsel

Faculty: Marjorie Corman Aaron, UC College of Law

Ms. Aaron, Professor of Clinical Law and Executive Director of the Center for Practice, University of Cincinnati College of Law, teaches negotiation, client counseling, decision analysis and mediation. Ms. Aaron also maintains a private mediation practice and develops and teaches negotiation, mediation and decision analysis workshops nationally and internationally. Ms. Aaron is a former Executive Director of the Program of Negotiation at Harvard Law School as well as a former Vice President for Professional Development and a Senior Mediator at Endispute, Inc. (now JAMS ADR). A graduate of Harvard Law School, Ms. Aaron practiced in civil and criminal litigation before entering the field of dispute resolution.