

Trainer



François Bogacz, MSc., *Certified Workplace and Commercial Mediator, ADR Group; Certified International Mediator, International Mediation Institute*

François is a former Microsoft business executive, an IMI certified mediator and a de Bono facilitator. He completed a post-graduate course in Neuroscience provided by the Neuroleadership Institute and is the founder and CEO of Neuroawareness Consulting Services, a US-based company dedicated to creating bridges between neuroscience and professional practices and offering workshops, online programmes and coaching. He is delivering this programme in a number of major cities in Europe, USA and Canada.

Facilitator



Ber Barry-Murray, M.Ed., BCL, BA, HDEA, *Accredited Practitioner Mediator, Mediators Institute Ireland; Certified International Mediator, International Mediation Institute*

Ber brings to this training her wide experience as an educator and mediator. She has worked in management and workplace training within the private and public sector. Ber is a director of Round Table, who are one of the main providers of mediation training in Ireland. She sits on the Education Committee of the Mediator's Institute Ireland. She specialises in workplace, family and healthcare mediation. She is a practitioner Mediator with the Mediators Institute Ireland and is currently reading for her Doctorate in Social Science.

Applying Neuroscience to Negotiation and Mediation

Professional Development Workshop

Wednesday, November 16th, 2011

8:45am to 5:30pm

Aisling Hotel, Dublin 8



Course fee: €420

Early bird rate: €395

(payable before 1st November)

Applying Neuroscience to Negotiation and Mediation

How do our brains work in mediation or negotiation when we try to manage our emotions, when we need to focus our attention, take a decision or analyse the behaviour of another person? What are the main biological processes and mechanisms driving the behaviour of the ADR neutral, the parties and/or their advisors before and during a mediation or negotiation? How can we optimise ADR 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 mediation practice.

Agenda

- The human brain: hardwiring and perception
- The 10 “neuro-commandments” of the brain in conflict or negotiations
- The triune brain
- The emotional brain
- The social brain
- The cognitive brain
- The brain in cross-cultural contexts
- Emotional regulation, plasticity & creativity
- Optimizing cognitive perspective-taking
- Applying the 10 “neuro-commandments” and the use of a “neuro-compass” for:
 - Planning a mediation or negotiation
 - Opening a joint session
 - Interventions during a mediation or negotiation
 - Dealing with impasses
 - Closing a mediation or negotiation

Intended benefits for participants

- A new perspective on what happens in mediation;
- A better understanding of the key biological drivers of human social behaviour during mediation;
- 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 during mediations or negotiations.

Who is this course aimed at?

Lawyers, clients, 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.

Testimonials

“François does an outstanding job of introducing an exciting new field for understanding what is going on under the surface in a mediation. Advances in neurobiology can explain why some techniques succeed while others fall flat in mediation. This information is priceless.” - Jill Tanz, Chicago Mediation

“One of the best seminars I have ever attended. This will definitely help me become a better mediator.” - Ty Laurie - Laurie & Brennan, LLP - Chicago

“This program opened my mind to a whole new dimension of conflict resolution practice. The course was incredibly thorough and continually challenged me to adapt my practice.” - Charlie Irvine - Scotland

**To register, contact Ber Barry-Murray, 021 4 943 943
or ber@roundtable.ie**