



Minnesota
State Bar
Association

Continuing
Legal Education

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PAID
Minnesota Continuing
Legal Education

Elimination of Bias:

The Impact of Culture on Negotiation and Mediation

Monday, June 4, 2012
Minnesota CLE Conference Center
Video replay details inside.

DATED MATERIAL – PLEASE EXPEDITE!



RECYCLABLE



Scan code to view
course information on
your mobile device.

Elimination of Bias: The Impact of Culture on Negotiation and Mediation

This course satisfies your 2-hour elimination
of bias education requirement.

Monday, June 4, 2012
Minnesota CLE Conference Center
Seventh Street & Nicollet Mall
Third Floor City Center
Minneapolis, Minnesota
Video replay details inside.



Minnesota Continuing
Legal Education

Course Information

LIVE PRESENTATION

Monday, June 4, 2012
Minnesota CLE Conference Center
Seventh Street & Nicollet Mall
Third Floor City Center, Minneapolis

VIDEO REPLAYS

Register at least one week in advance to
secure your copy of any written materials
on the day of the seminar.

Minneapolis – August 8, 2012
Minneapolis – August 31, 2012
(Registration 12:30; Replay 1:00)
Minnesota CLE Conference Center
Seventh Street and Nicollet Mall
Third Floor City Center

CREDITS

Minnesota CLE is applying to the Minnesota State
Board of CLE for **2.0 elimination of bias credits.**

ACCOMMODATION

If you have a disability and need an accommoda-
tion in order to attend, please contact Minnesota
CLE as soon as possible at 2550 University
Avenue West, Suite 160-S, Saint Paul, MN 55114
or call 651-227-8266 or 800-759-8840.

CANCELLATION POLICY

Paid registrants who cancel their registration at
least 3 business days before the program will
receive a full credit on their account; if fewer than
3 business days, a \$25 administrative fee will be
deducted.

QUESTIONS?

Call Minnesota CLE at **651-227-8266** or
800-759-8840 or visit us on the web at
www.minncle.org.

NEW LAWYER SCHOLARSHIP PROGRAM

In recognition of the challenges facing
lawyers entering the profession, Minnesota
Continuing Legal Education has established
a scholarship program for unemployed
and underemployed lawyers admitted less
than three years. Those wishing to apply
for such assistance should contact Grant at
651-254-2111 or **gdavies@minncle.org**
for details.

Elimination of Bias: The Impact of Culture on Negotiation and Mediation

Special Guest Lecturer



Nina Meierding, M.S., J.D.

Nina Meierding was the Director and Senior Mediator at the Mediation Center in Ventura, California from 1985 -2007 where she mediated more than 4,000 disputes. She is an adjunct professor at Pepperdine University School of Law and Southern Methodist University, and has taught communication and culture seminars in England, Ireland, Sweden, Scotland, India, 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.

Seminar Schedule

12:30 – 1:00 p.m.

CHECK-IN & REGISTRATION

1:00 – 3:00 p.m.

Overview

In this seminar, Nina Meierding examines how culture affects the way information is processed, communication and negotiation are experienced, power is exercised and understood, risks are evaluated, and decisions and agreements are reached. Ms. Meierding will explain how to move beyond traditional cultural biases, and will then discuss practical techniques for professionals to address these dynamics in effective and creative ways.

Culture and Communication

Miscommunication often occurs from "how" we communicate rather than "what" we communicate. From cross-talking to interrupting, from rapport apologies to acknowledgment of blame, from direct speech to hedging, from ritual opposition to interest-based bargaining, this humorous but information-packed training provides specific skills for better communication. Whether these skills are used in mediations or negotiations, you will leave with a better understanding of what causes many of the culture-related misunderstandings in communication styles as well as strategies for overcoming them.

Course Information

654-12 / tmm

Elimination of Bias: The Impact of Culture on Negotiation and Mediation

Monday, June 4, 2012 • Minnesota CLE Conference Center

PLEASE "✓" APPROPRIATE BOX:

LIVE – June 4, 2012

\$95 MSBA member \$95 paralegal \$115 standard rate

VIDEO REPLAY – August 8, 2012

\$95 MSBA member \$95 paralegal \$115 standard rate

VIDEO REPLAY – August 31, 2012

\$95 MSBA member \$95 paralegal \$115 standard rate

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