

OLI
*We raise
the Bar*

FACULTY

Clark Freshman

University of California,
Hastings College of Law

Hon. Lynn R. Nakamoto

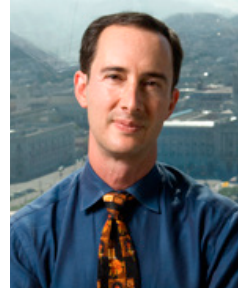
Program Planner
Oregon Court of Appeals



OREGON LAW INSTITUTE OF LEWIS & CLARK COLLEGE

Science of Lie Detection and Negotiation

Featuring Clark Freshman



Win by Spotting Lies and Nonverbal Communication

- Learn clues to lies from the face, voice, body, and words
- Win over clients, supervisors, and colleagues by recognizing clues to their genuine agreement, hidden skepticism, confusion, and more
- Read judges to see bias, misunderstanding, and sympathy
- Pick jurors and read their unspoken – even unconscious – leanings
- Read facial and body language to see when your arguments are working – or backfiring!
- Detect microexpressions in the face that last less than a second
- Learn when culture does – and does not – affect emotion and lie detection
- See how to use lie detection to win in meetings, depositions, court, and even email
- Win more in any negotiation with clients and employers
- Gain greater empathy, compassion, and intimacy with loved ones, clients, and colleagues

LIVE PRESENTATION

May 1, 2015

9:30 a.m. – 5:00 p.m.

Ambridge Event Center ■ 1333 NE MLK Jr. Blvd. ■ Portland, OR

6.5 General or Practical Skills MCLE Credits

This interactive seminar teaches you who to trust and what to believe with cutting-edge, proven science from a world authority. It teaches many of the same skills, and uses many of the same exclusive videos and tools, that Professor Freshman taught in-house at JAMS' national meeting, WilmerHale (antitrust), Irell and Manella (intellectual property), and the national meeting of federal administrative law judges.

Learn With Cutting-Edge Research

- Learn to see changes in the face that last as little as 1/30 of a second, using a tool proven in published research to improve recognition of emotion and lies
- Sort truth from lies in videos of actual trials, mediations, and exclusive videos of negotiation developed at Harvard Business School by Clark Freshman
- Learn from informative and invaluable lectures, demonstrations, and Q&A with Professor Freshman
- Practice in small groups with Professor Freshman's feedback

Instruction From A World Leading Authority

Professor Clark Freshman is the world's most sought-after speaker on lie detection and nonverbal communication for lawyers and negotiators. A tenured Professor of Law at the University of California (Hastings), Professor Freshman collaborated for years with Paul Ekman, scientific advisor to TV's *Lie to Me*.

The seminar includes critical analysis of Ekman's methods as well as Professor Freshman's own research at Harvard Business School and elsewhere. Professor Freshman's published research appears in journals at Stanford, Harvard, Columbia, Cornell, UCLA, and elsewhere.

International media from Danish Broadcasting to PBS to the *Wall Street Journal* have covered Professor Freshman's work.

"Both the content of Clark Freshman's teachings and his delivery are worth their weight in gold. Prepare yourself for a thoroughly engaging and eye-opening adventure that will teach you skills invaluable in any endeavor."



Margaret Shaw, Mediator, JAMS

"Clark offers insights and tools for negotiators from any culture to avoid lies and do business."



Giuseppe De Palo, JAMS International, Co-Founder

"Clark's so funny, it helps you retain the information better. It's the best seminar I've been to in 20 years of practicing."



Lillie Hsu, Appellate Attorney, Greines, Martin, Stein & Richland LLP

"Clark Freshman's cutting-edge research on lie detection, emotion, and practical decision-making empowers us all to be more effective negotiators and problem-solvers."



Michael Wheeler, Professor of Management Practice, Harvard Business School

[View more testimonials](#)

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Program Products

Even if you cannot attend, you can still get the program on CDs or DVDs. Use the order form in this brochure to order your set today! OLI Annual Pass holders may purchase the products at 20%-50% off the full retail price.

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 <http://go.lclark.edu/oli>.

Registration/Order Form

Name	OSB No. or Profession
Firm/Organization	
Street Address	City/State/Zip
Phone	E-mail

Please "✓" appropriate box below:

TUITION: Registration includes electronic course materials. Printed materials are available for an additional \$20.00. (A link to a PDF of the materials will be emailed prior to the seminar date.)

EARLY LIVE REGISTRATION (received by April 27, 2015):

- ☐ **\$245** Early registration
- ☐ **\$175** New attorneys (admitted 2013-2015) and legal staff
- ☐ **\$125** Legal aid attorneys
- ☐ **\$95** OLI Passholder (OLI Pass No. _____)
- ☐ **\$30** Oregon judges and their lawyer staff, law students, and attorneys attending with their Mentor from an approved Bar Mentor Program (call OLI or go to <http://go.lclark.edu/oli> for details). Mentor's name: _____
- ☐ **\$20** Print materials
- ☐ **\$20** Add to above tuition if registration received after April 27, 2015

WEBCAST REGISTRATION: Can't attend in person? OLI offers a simultaneous live webcast option allowing you to "attend" the program from the convenience of your office. This program will be broadcast LIVE online on Friday, May 1, 2015, starting at 9:30 a.m. Pacific Time. You may access this event from anywhere with an established internet connection. The webcast will include video and audio of the speaker and seminar handout materials. To register for the live webcast, please go to our website at <http://go.lclark.edu/oli> and click on "Webcasts."

DVDs, CDs, AND COURSE BOOKS:

I am unable to attend. Please send me:

- ☐ **\$265** Audio CDs and print course book
- ☐ **\$350** DVDs and print course book
- ☐ **\$65** Print course book only
- ☐ Deduct 20% from product order if you are an OLI Passholder (OLI Pass No. _____)
- ☐ **\$9.00 Note: Add \$9.00 shipping and handling fee to above product orders.**

ENCLOSED IS \$ _____ BY:

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

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, April 27, 2015.

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.

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**RETURN THIS FORM
WITH PAYMENT TO:**

OLI Registrar
Lewis & Clark Law School
10015 SW Terwilliger Blvd.
Portland, OR 97219

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this registration form to
OLI, including credit card
information.

Questions?

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