

BAR ASSOCIATION OF QUEENSLAND

MEDIATORS CONFERENCE

THE PSYCHOLOGY OF NEGOTIATION
– TIPS AND TRICKS EVERY NEGOTIATOR
AND MEDIATOR SHOULD KNOW.



BAR ASSOCIATION
OF QUEENSLAND

10–11 OCTOBER, 2009

SHERATON MIRAGE, GOLD COAST

Attendance at all conference sessions will provide 8 CPD points. The following Strands will apply:

- **Mediator**
- **Ethics**
1 CPD point
- **Practice Management**
1 CPD point
- **Non allocated Strands**

Dear Colleagues

The Bar Association of Queensland inaugural Mediators Conference will provide cutting edge professional development for Mediators and those with an interest in the rapidly growing area of Mediation. The conference committee has carefully designed topical sessions which will provide insights into a variety of practical mediation issues.

The conference will focus on psychological matters that may arise in a mediation or negotiation and probe how mediators can best utilize this knowledge and skills.

There will be an opportunity for discussion and debate on the latest mediation theories and techniques.

Also included are mandatory continuing professional requirements for Barristers in the mandatory strands of Ethics and Practice Management.

A highlight of the conference will be the analysis of real life mediation practices. In the lead up to the conference a variety of mediators have been put under the spot light – come and hear what the experts think about barrister mediators.

The conference Committee welcomes you to this inaugural event and we look forward to a convivial weekend of learning from a range of experts on the tips and tricks that every mediator and negotiator should know!

Ian Hanger AM QC

Chair

ADR Committee

David North S.C.

Andrew Crowe S.C.

Douglas Murphy S.C.

ADR Committee Members



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The Psychology of Mediation - Using it to your best advantage

Presenter and facilitator Dr Anne Purcell

Anne's work combines psychological research with real-life applications. She has worked extensively in industry, academia and the community sector. As an academic, her research interests have included the psychology of conflict, communication and the language of conflict, borderline personality and the law, and human development and psychology. In addition, she continues to work with theories of educational psychology and their application within legal and government settings.

Her current focus is the practical application of psychological research. This involves working primarily as a mediator and conciliator both in the community sector working with parties under Federal Magistrate court-orders, in addition to being a partner in a private psychology practice where her specialisation is mediation for high-conflict or complex matters.

Dr Purcell's PhD was in psycholinguistics, focussing on communication styles and the psychology of human language development, its variations and impact. She has since worked as a research manager on a government commissioned project which involved raw data collection in remote Indigenous communities. She has previously directed large commercial sector organisations and managed large teams of consultants and employees.

The Saturday and Sunday Programs will include a variety of topical sessions and formats:

The ABCs of BPDs:

High conflict personalities and borderline personality disorders - 6 strategies every negotiator should know (and what you should **NEVER** do!)

The Genesis of Conflict - Understanding the 'fear factor'

Stages of Grief and Loss - Can knowing at what stage your client is in influence your practice approach?

Barristers at Work

A 'fly-on-the-wall' case studies of your colleagues mediations
A psychological observation of real-life practice models

Theoretical and Practice Considerations - Is there another way?

Poacher Turned Gamekeeper

Presenter: The Honourable Justice Daubney, Supreme Court of Queensland

The importance of properly preparing for mediation:

- How to draft and negotiate effective mediation agreements
- Assorted practice management skills

Presenter: Ian Hanger AM QC

Ethical dilemmas in mediations:

Practical suggestions for those difficult issues that confront mediators and those representing parties in mediations and negotiation

Presenters: David North S.C. and Peter Munro

Program

Saturday

9.00 am Registration
9.30 am – 4 pm Sessions
5.30 – 6.30 pm Sunset Drinks
(included in Registration)

Sunday

9.30 am – 1.30 pm Sessions
1.30 – 2.30 pm Lunch



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Conference Registration Fee (includes all conference seminars, lunches, cocktail party and refreshment breaks)

\$690 Member early bird book before 1 August 2009

\$790 Member standard book before the closing date 1 October 2009

\$895 Non Member

Saturday “Sunset Drinks” Cocktail Party

A great way to catch up with colleagues and friends on Friday 6 March.

This is included in your registration fee and 1 guest per attendee is also welcome to attend this function.

Please RSVP on your registration form.

Special Requirements

So that we can make the conference as enjoyable as possible please can you advise us of any special dietary, physical or other special requirements.

Privacy

Please advise if you do not wish your details to be included in the Conference materials, provided to sponsors or to receive promotional materials.

Conference Attire

Smart casual – as you will be sitting for several hours and as the temperature in the conference rooms can vary slightly we advise a jacket or jumper may be necessary.



Cancellations

All requests for refunds must be made to the Chief Executive of the Bar Association of Queensland and will be at his discretion. An administration fee will be charged.

Accommodation

A variety of accommodation is on offer at the Sheraton Mirage, Gold Coast and other local hotels. Please register on this link <http://www.starwoodmeeting.com/Book/qldbar>

CPD points

Attendees may accrue 1 CPD point per hour of attendance and presenters may accrue 3 CPD points per hour of presentation. All strands are accredited for Accredited Mediators. Other strands include Ethics [1 CPD Point],

Practice Management [1 CPD Point] and other sessions are non allocated.

Enquiries:

CPD - Bar Association of Queensland

phone: 07 3238 5109 Helene Breene or Celeste Baker

email: celeste@qldbar.asn.au

or Manager, Helene Breene: helene@qldbar.asn.au



**BAR ASSOCIATION
OF QUEENSLAND**



REGISTRATION FORM

BAQ MEDIATORS CONFERENCE

SHERATON MIRAGE GOLD COAST

10-11 OCTOBER 2009

A. REGISTRATION INFORMATION

Surname: _____ Given Name: _____ Barrister
 Judge
Title: (Mr/Mrs/Ms/Other) _____ Preferred Name for Name Tag: _____ Solicitor
 Other

Non-members – Organisation Name: _____

Address: _____ DX: _____

Telephone: _____ Email: _____

Accompanying Persons Information:

Surname: _____ Given Name: _____

Name of Accompanying Person: _____

Dietary / Special Requirements: _____

B. CONFERENCE AND EVENT

Conference Registration (N.B. Accommodation is NOT included):

- \$690 **Member Early Bird Registration** before 10 August, 2009
- \$790 **Member Registration** before 1 October, 2009
[subject to availability]
- \$895 **Non Member Registration**

TOTAL \$ _____

(Please indicate if you and an accompanying person will be attending)

- Sat 11 October Cocktail Party – Delegate
- Sat 11 October Cocktail Party – Accompanying Person

C. FORM OF PAYMENT

All payments **must** be in Australian Dollars. Payments may be by cheque made out to “**Barristers Services Pty Limited**” or by Credit Card: American Express Mastercard Visa

EXPIRY DATE: _____
(Very important)

Cardholder's name: _____ Signature: _____

Please send this form, together with payment to:-

Barristers Services Pty Limited
Level 5 Inns of Court
107 North Quay, Brisbane Qld 4000
or DX 905, Brisbane Qld
or fax (07) 3238 5123

TAX INVOICE

BARRISTERS SERVICES PTY LIMITED
ABN 40 583 247 028

Please note when you make payment this document will be a tax invoice for GST purposes. Remember to retain original for GST record keeping.