

THE UNIVERSITY OF CALGARY - FACULTY OF LAW
IN COOPERATION WITH THE STRAUS INSTITUTE
OF PEPPERDINE UNIVERSITY LAW SCHOOL
PRESENTS:

**Improvitational Negotiation
with**

- **Jeffrey Krivis, Adjunct Professor, Pepperdine University and 2010 Lawyer of the Year for Alternative Dispute Resolution - (Best Lawyers of America)**
- **Brian Breiter, California Attorney at Law**

**Adjunct Professors of the
University of Calgary,
Faculty of Law:**

- **Judge Heather Lamoureux**
- **Elaine Seifert, QC**

**June 16 - 18, 2011
9:00 am - 4:00 p.m.**

**The University of
Calgary, Faculty of Law**

This highly interactive course takes a dynamic view of the negotiation process by introducing improvisation techniques and skills as an overlay to negotiation. The improvisational orientation approach to negotiation is characterized by adapting to a set of circumstances in a strategic yet unconventional way. The students will develop unique skills experientially through exercises and feedback that will assist in formulating new ideas and insights into negotiations. The goal of the course is to improve your ability to influence and persuade when that moment occurs in a negotiation where it becomes necessary to help parties shift their positions in order to make the deal. This course will blend theory with practice in an entertaining and informative environment.

What you will learn:

- How to use improvisation to prepare for negotiation
- Techniques for managing difficult situations that usually result in impasse
- The ability to think on your feet
- Leadership skills
- Creating value for participants through the ability to adapt to the circumstances of the dispute
- Rescue routines that assist in moving the settlement discussion forward
- The ability to integrate storytelling into your repertoire

Faculty



Jeffrey Krivis began his mediation practice in 1989, when lawyer-mediators in Southern California were rare, and litigators had to look outside the state for experienced practitioners. Now, over 20 years later and having resolved thousands of disputes - including employment, entertainment, business and complex insurance and

class action matters - Krivis is recognized not only as a pioneer in the field, but also one of the most respected neutrals in the state.



Brian Breiter is a trial attorney who lives and practices in Southern California. While in law school he began taking improvisation classes to improve his abilities as a trial lawyer. After performing in a few improv shows, he was

signed by an agent. Since then Breiter has done over 30 union commercials as well as other acting roles on stage and television.

Moderators



Judge Heather A. Lamoureux is a Judge in the Provincial Court of Alberta, Criminal Division. She holds an LL.M. from Pepperdine University, Los Angeles, California, with a field of speciality in

mediation and arbitration and an LL.B (with distinction) from the University of Alberta. Judge Lamoureux is currently an Assistant Adjunct Professor at the Faculty of Law at the University of Calgary.



Elaine Seifert, Q.C. is a lawyer and specialist in dispute resolution. Elaine has an LL.B from Dalhousie University and an LL.M from Pepperdine University with an emphasis on Alternate Dispute Resolution. Elaine also presents negotiation, mediation, negotiation, arbitration, and collaborative law.

Elaine is an Adjunct Professor at the Faculty of Medicine and Faculty of Law, University of Calgary.

Registration for Improvisational Negotiation - June 16 - 18, 2011 University of Calgary

Name: _____

Firm: _____

Address: _____

City _____ Prov. _____ Postal Code _____

Fax: _____

E-mail: _____

Registration fee: \$1200.00 including GST

Cancellation Policy:

Full refund before May 1, 2011 less a \$50.00 Administration Fee. University of Calgary reserves the right to cancel this program 45 days in advance in the event of low enrolment.

Payment:

- Cheque - cheque payable to:
University of Calgary
Faculty of Law, MFH 4369
2500 University Drive NW
Calgary, AB T2N 1N4
- Credit card: Visa or Mastercard
(circle one)

Card number _____ expiry date _____

Signature: _____

For more information, contact
Program Coordinators

The Honorable Judge Heather Lamoureux
heather.lamoureux@albertacourts.ca

Elaine Seifert, QC
eseifert@dispute-resolution.ca