



*Dramatically improve
your questioning
outcomes!*



Strategic Questioning: *Asking the Right Question, in the Right Way, at the Right Time* *with Nina Meierding*

Tuesday, February 4, 2020
Live webinar with chat
includes 60 day replay*

9:00 am – 10:30 am (Pacific)
10:00 am – 11:30 am (Mountain)
11:00 am – 12:30 pm (Central)
12:00 pm – 1:30 pm (Eastern)
1:00 pm – 2:30 pm (Atlantic)
1:30 pm to 3:00 pm (Newfoundland)

**This program features real-time audio of the presenter with synchronized presentation slides, and a chat feature that allows for live Q & A. SK attendees please verify whether you align with Central (MB) or Mountain (AB) time based on season and location.*

WHO SHOULD ATTEND

This program is designed for lawyers who want to improve their questioning techniques in a variety of settings.

ABOUT THE PROGRAM

Skilled lawyers know that asking questions is not simply about getting substantive factual or legal information. Questions can also manage expectations, validate, reality test, transfer or maintain power, remove reactive devaluation, and ultimately affect outcomes in both negotiation and litigation. Take your questioning skills to the next level in this exciting new webinar with lawyer, professor and internationally acclaimed conflict resolution expert Nina Meierding. Nina will explore a variety of questions that lawyers use every day - in interviews, in negotiations and mediations, and in discovery and at trial. You'll learn about macro and micro questions, manageable and unmanageable questions, and types of questions and when to use them, including open-ended and close-ended, elaborating, clarifying, hypothetical, leading, confronting, and confirming questions. By the end of the program you'll have new strategies for how to use questions more effectively, and be more aware of your word choice, your tone and inflection, your body language, and the timing of your questions. The lessons you learn will dramatically improve the results you obtain from questioning in the future – guaranteed!

SCHEDULE (Eastern)

12:00 pm - 1:30 pm

Welcome and Introduction

Neuroscience, Curiosity and Questioning

The Art of Strategic Questioning

How We Communicate our Questions

Macro and Micro Questions

Manageable and Unmanageable Questions

Types of Questions and When to Use Them

- Open-ended
- Close-ended
- Elaboration
- Clarification
- Confirmation
- Confrontation
- Reflective and Active Listening
- Hypothetical
- Leading


The Impact of Direct & Indirect Speech on Questions

Program Wrap-up and Evaluation

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PRAISE FROM PAST ATTENDEES

- “Excellent! Thoroughly enjoyed her presentation. BRAVO!”
- “Very engaging manner of delivering valuable ideas and concepts. Fantastic!”
- “Engaging speaker; her wealth of experience was clearly evident and communicated effectively.”
- “One of the best CLE presenters I’ve seen!”
- “Fantastic job combining theory with practical tools and examples from her own rich career.”
- “You won’t find an instructor with more knowledge, experience, and personality than Nina. If she teaches a class, enroll in it.”

 **ON:** This program contains 1.5 Substantive hours.

BC: This program has been approved for 1.5 CPD hours.

SK: This program has been approved for 1.5 CPD hours.

NB: This program has been approved for 1.5 CPD hours. Lawyers in other mandatory CPD jurisdictions may count their attendance towards their CPD requirement/plan.

Seminar Partners is an Accredited Provider of Professionalism Content by the Law Society of Ontario and a pre-approved CPD Provider of the Law Society of British Columbia.

MEET YOUR PRESENTER



Nina Meierding, MS, JD, is an international leader in the field of conflict resolution. A former civil lawyer, she is now a full-time trainer, professor, and conflict resolution consultant. She has mediated over 4,000 disputes and delivered training in negotiation, communication, mediation, and culture and gender issues in almost all 50 states in the U.S. and in Canada, England, Scotland, Ireland, India, the Netherlands, New Zealand, and Sweden. She has taught at Pepperdine University School of Law for over 25 years and Southern Methodist University for over 18 years, and has been a guest lecturer at Judicial Colleges and universities throughout the US. She is the recipient of the Peacemaker Award in 1992 by the Southern California Mediation Association, the John Haynes Distinguished Mediator Award in 2005 by the Association of Conflict Resolution, and the Lifetime Achievement Award in 2017 by the American College of Civil Trial Mediators. She is an honorary fellow of the International Academy of Mediators and an *emeritus* fellow of the American College of Civil Trial Mediators.

✓ **Yes, I want to attend Strategic Questioning, with Nina Meierding**

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* Materials will be distributed electronically in advance. Live webinars feature real-time audio of the presenter with synchronized presentation slides, and a chat feature that allows for live questions and verbal responses by the presenter. The recording of the webinar is available for 60 days.

REGISTRATION FEE:

On or before January 17, 2020: \$140.00 + \$18.20 (13%) HST* = \$158.20 - Save \$25.00!

After January 17, 2020: \$165.00 + \$21.45 (13%) HST* = \$186.45

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*With ON HST. Please adjust tax for attendee's province as follows: 5% in AB, BC, MB, NWT, NU, SK, YK. 13% in ON. 15% in NS, NB, PEI & NL.

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