

American Bar Association – Section of Dispute Resolution
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Emotional Truthfulness and Lie Detection in Negotiation: Science, Culture, and Skills
Clark Freshman, Hastings College of Law, San Francisco, CA

This workshop uses video examples from Harvard business school negotiations and elsewhere to illustrate ways to detect unconscious and concealed emotion. It also introduces techniques to recognize emotional and other signs of “soft spots.” These may be lies and/or other areas to explore. The workshop is based in part on decades of scientific research by Paul Ekman, profiled in *Blink*, on detection of emotions in different cultures. Learn how some clues to emotion work in all cultures and how other clues to emotion differ between different cultures.