

# INVITATION ONLY - FREE MEDIATION TRAINING

**Friday, November 6**

9:00 am - 1:00 pm

**Courtyard by Marriott** - 8651 Spectrum Center Blvd, San Diego, CA 92123

## **PERCEPTION AND CULTURE: Managing Perspectives in Real Estate Negotiations and Mediation**

Have you ever experienced a communication breakdown during negotiations? Wondered where they were coming from? Felt like you were missing part of the puzzle? This program focuses on the limits of human perception in professional communications. We will identify several ways that our cultural perspectives, and those of our clients, limit our ability to perceive people and information accurately. In this session, we will discuss:

- Ways that “change blindness” prevents us from updating and correcting our views and impressions of others
- How to avoid the natural tendency to be victims of “inattentive blindness” in our interactions and transactions
- The subtle, yet pervasive, ways that a person’s cultural background affects communications and negotiations
- Specific cultural perspectives that affect professional dealings
- Strategies for overcoming cognitive barriers, cultural misunderstandings, and other perception limitations

**This course counts for 4.0 hours of MCLE credit, including 1.0 hour of Elimination of Bias.**

### **FEATURED MEDIATOR & TRAINER**



**Gregg F. Relyea, Esq.**

Mr. Relyea is private full-time mediator in San Diego, and a member of the panel of distinguished mediators and arbitrators for the American Arbitration Association. His practice includes international mediation and he has trained lawyers and judges from around the world. Mr. Relyea teaches negotiation at the University of San Diego School of Law and Alternative Dispute Resolution at UCSD.

Please return this form to [info@RealEstateMediationCenter.com](mailto:info@RealEstateMediationCenter.com)

**Yes, sign me up for Mediation Training**

**CHECK ALL THAT APPLY:**     **ATTORNEY**     **MEDIATOR**

Name: \_\_\_\_\_ CA Bar #: \_\_\_\_\_ Phone: \_\_\_\_\_

Office Name: \_\_\_\_\_ E-mail: \_\_\_\_\_

Home     Office    Address : \_\_\_\_\_