

# [WEBINAR] Workshop on Strategic Languaging in Conflict Resolution

18 & 19 November 2020 (Wed & Thurs)

Day 1: 9.00am – 12.30pm

Day 2: 9.00am – 12.15pm

*This programme will be conducted as a live webinar  
(via Zoom meeting).*

Registration Fees	
Category	Fees (Inclusive of 7% GST and course materials)
Law Society Member	\$321.00 Free*
SCCA Member	\$481.50
Non-Member	\$535.00



No. of Public  
CPD Points:  
**6.0**

Practice Area:  
**Professional  
Skills**

Training Level:  
**General**

\*From 1 July to 31 December  
2020, webinars are free for all  
LawSoc Members.  
*Terms and conditions apply.*

## About the Workshop

Language bridges the gap between humans. The ability to communicate meaningfully and to express complex concepts is considered to be a sign of higher order intellect. Yet, our acquisition and use of language is often intuitive and haphazard. At best, when successful, we are often unable to identify why the words or a particular language pattern had the effect we intended. At worst, we may end up installing in our listeners' unhelpful presuppositions which have the opposite effect that we intend.

The field of Neuro-Linguistic Programming (NLP) has unpacked, inter alia, the language patterns of excellent communicators and isolated these patterns into a number of models that can be learnt, practiced and utilized purposefully. This will certainly be useful to lawyers who negotiate, mediate or represent clients in conflict resolution. Further, it can also be useful to lawyers in their professional and personal interactions.

This workshop will examine some aspects of these models; specifically, the Hierarchy of Ideas, the Meta Model and Using Presupposition in Language. Through a series of short presentations and skill building exercises, participants will, in this workshop, learn to:

- Traverse the range of language from the specific to the abstract
- Ask questions to purposefully challenge perceptions and biases
- Communicate to purposefully directionalize the listeners' thoughts

As this webinar is conducted in the form of a workshop, the number of places is limited to 24 participants. Please note this virtual workshop involves active participation and you are required to enable your video and audio settings for participation. Do also note that you are expected to attend the full programme (e.g. both half-days).

## Speaker's Profile



### **Joel Lee – Professor (Faculty of Law) National University of Singapore; Chairman, Singapore International Mediation Institute**

Joel Lee is a Professor at the Faculty of Law, the National University of Singapore. Joel co-pioneered the teaching of Negotiation and Mediation in the Singapore Universities and has played a significant role in furthering the development of mediation in Singapore, not just in education but in practice. A graduate of Victoria University of Wellington and Harvard Law Schools, Joel is a partner with CMP-Cambridge (USA) and a principal mediator with and the Training Director of the Singapore Mediation Centre.

Joel was a member of the International Mediation Institute's Independent Standards Commission and Intercultural Taskforce. He was also a key member of the Ministry of Law's Working Group on International Commercial Mediation. Joel is presently the founding Chair of the Board of the Singapore International Mediation Institute. Joel is also a Certified Trainer of Neuro-Linguistic Programming (NLP).

Joel has taught overseas at the University of Copenhagen (Denmark), University of Law, Economics and Science of Aix-Marseille (Aix-en-Provence France) and Anglia Law School (UK) and is the co-editor and co-author of the book "An Asian Perspective on Mediation" and the "Singapore Mediation Handbook", and the General Editor for the Asian Journal on Mediation. In 2011, Joel was awarded the Outstanding Educator Award which is the National University of Singapore's highest teaching award.

## Programme Outline

### Day 1 – 18 November 2020, Wednesday

Time	Programme
8.30am – 9.00am	<b>Registrants log on</b>
9.00am – 9.45am	<b><u>Introductions</u></b> <ul style="list-style-type: none"> <li>Setting outcomes for the workshop</li> </ul>
9.45am – 10.30am	<b><u>NLP Communication Model</u></b> <ul style="list-style-type: none"> <li>Rules of Communication</li> <li>Hierarchy of Ideas</li> </ul>
10.30am – 10.45am	<b>Break</b>
10.45am – 12.30pm	<b><u>Ladder of Inference</u></b> <ul style="list-style-type: none"> <li>The Meta Model: Digging for Treasure</li> <li>Meta Model Skill Builder</li> <li>Question and Answers</li> </ul>

### Day 2 – 19 November 2020, Thursday

Time	Programme
8.30am – 9.00am	<b>Registrants log on</b>
9.00am – 10.15am	<b>Using Presuppositions</b>
10.15am – 10.30am	<b>Break</b>
10.30am – 11.30am	<b>Using Presuppositions Skill Builder</b>
11.30am – 12.15pm	<b>Putting it Together</b> <ul style="list-style-type: none"> <li>Question and Answers</li> </ul>

#### Admin Note to Singapore Practitioners and s36B Foreign Lawyers in relation to the Mandatory CPD Scheme:

No of Public CPD Points: 6.0  
 Practice Area: Professional Skills  
 Training Level: General

Participants who wish to obtain CPD Points are reminded that they must comply strictly with the Attendance Policy set out in the CPD Guidelines. For this activity, this includes logging in at the start of the webinar and logging out at the conclusion of the webinar in the manner required by the organiser, and not being away from any part of the webinar for more than 15 minutes on each day of the activity. Participants who do not comply with the Attendance Policy will not be able to obtain CPD Points for attending the activity. Please refer to <http://www.sileCPDcentre.sg> for more information.

Note: In the course of the event, photographs/videos/interviews of participants could be taken/conducted by the Law Society or parties appointed by the Law Society for the purpose of post event publicity, either in the Law Society's official publication/website, social media platforms or any third party's publication/website/social media platforms approved by the Law Society.

## Registration

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To register, please visit our website at: <https://www.lawsociety.org.sg/CPD-Portal/Law-Society-Events>. For enquiries, please contact us at [cpd@lawsoc.org.sg](mailto:cpd@lawsoc.org.sg) or 6530-0230.

### 1. Terms and Conditions

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- 1.1. **"Free" registration tickets are extended only to Law Society of Singapore Members under the "Extraordinary Relief Package". Note: Other employees of law firms are not eligible**
- 1.2. **"Free" Registration tickets are strictly non-transferable.**
- 1.3. **If a Member is found to have lapsed in attendance of 3 free webinars, without cancellation of registration at least 3 working days prior to the event, their subsequent free registrations will be rejected and the usual registration fee will apply. Strictly no exemptions will be considered.**
- 1.4. Registration closes on the date as stipulated on the registration page or when all seats are filled.
- 1.5. Allocation of seats is on a first-come-first-served basis and there are limited seats for each programme.
- 1.6. The registration fee is due and payable upon registration and must be received prior to the programme.
- 1.7. Payment must be made by the closing date stated. Registration will only be confirmed upon receipt of full payment.
- 1.8. The Law Society reserves the right to refuse to register or admit any participant, and to cancel or postpone the programme.
- 1.9. For paid registrations, a substitute delegate is welcome, provided that The Law Society is notified in writing of the substitute delegate's name and particulars at least 3 working days before the programme. Substitution of registrant is not applicable for "Free" registration tickets.

### 2. Cancellation and Refund of Fees

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- 2.1. Participants who cancel their registration before the commencement date shall be liable to pay the percentage of the registration fee set out as follows:
  - i. 20 calendar days before commencement date: 25% of registration fee.
  - ii. 8 to 19 calendar days before commencement date: 50% of registration fee.
  - iii. 7 calendar days or less before commencement date: 100% of registration fee.
- 2.2. Participants who cancel their registration without prior payment shall also be liable to the cancellation fee set out in 2.1. In the event that the payment for cancellation fee is not received despite multiple chasers, a tax invoice will be issued and mailed to your law practice/organisation.
- 2.3. Participants who are unable to attend the programme due to medical exigencies will be subject to a cancellation fee of 50% of the registration fee.