

Chris Guthrie

Vanderbilt University Law School
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Nashville, TN 37203-1181
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ACADEMIC APPOINTMENTS

Vanderbilt University Law School

Dean & John Wade-Kent Syverud Professor, July 2009-present

Associate Dean for Academic Affairs, Aug. 2004-Aug. 2008

Professor, Aug. 2002-present (Visiting Professor, Fall 2001)

Courses:

Negotiation, Dispute Resolution, Torts, Freshman Seminar

Law School Service:

Director, Vanderbilt Legal Academy Scholars Program (2005-2008)

Member, Faculty Appointments Committees (2004-2008)

Director, LL.M. Program & Chair, Graduate Program Committee (2002-2004)

University Service:

Member, Provost Search Advisory Committee (2008)

Member, SACS Reaccreditation Committee (2005-2008)

Member, Law School Dean Search Committee (2004-2005)

Honors:

CPR Prize for Best Professional Article (2001, 2003)

University of Missouri School of Law

Associate Dean, Aug. 2000-Aug. 2001; Jan. 2002-Aug. 2002

Associate Professor, Aug. 1996-Aug. 2002

Courses:

Torts I, Torts II, Negotiation, Family Law

Service:

Member of multiple Law School and University committees

Honors:

Distinguished Faculty Teaching Award (1999)

Excellence in Research Award (1998)

Gold Chalk Teaching Award (1997)

Northwestern University Law School

Visiting Professor, Fall 2004

Honor:

Outstanding First-Year Course Professor Award

Washington University School of Law

Visiting Professor, Spring 2000

BOOKS

DISPUTE RESOLUTION & LAWYERS (West, 4th ed. 2009) (with Leonard L. Riskin, James E. Westbrook, Richard C. Reuben, Jennifer K. Robbennolt & Nancy A. Welsh)

DISPUTE RESOLUTION & LAWYERS, ABRIDGED EDITION (West, 3d ed. 2006) (with Leonard L. Riskin, James E. Westbrook, Timothy J. Heinsz, Richard C. Reuben & Jennifer K. Robbennolt)

DISPUTE RESOLUTION & LAWYERS (West, 3d ed. 2005) (with Leonard L. Riskin, James E. Westbrook, Timothy J. Heinsz, Richard C. Reuben & Jennifer K. Robbennolt)

BOOK CHAPTERS

I'm Curious: Can We Teach Curiosity, in RETHINKING NEGOTIATION TEACHING: INNOVATIONS FOR CONTEXT AND CULTURE 63 (C. Honeyman, J. Coben & G De Palo eds., 2009)

Law, Information, and Choice: Capitalizing on Heuristic Habits of Thought, in HEURISTICS AND THE LAW 425 (Gerd Gigerenzer & Christoph Engel eds., 2006)

How Do Heuristics Mediate the Impact of Law on Behavior?, in HEURISTICS AND THE LAW 439 (Gerd Gigerenzer & Christoph Engel eds., 2006) (with multiple co-authors) (group report)

Courting Compliance, THE NEGOTIATOR'S FIELDBOOK 371 (Christopher Honeyman & Andrea Kupfer Schneider eds., 2006) (adapted from MARQUETTE LAW REVIEW symposium)

Miswanting, THE NEGOTIATOR'S FIELDBOOK 277 (Christopher Honeyman & Andrea Kupfer Schneider eds., 2006) (with David Sally) (adapted from MARQUETTE LAW REVIEW symposium)

Heuristics and Biases at the Bargaining Table, THE NEGOTIATOR'S FIELDBOOK 351 (Christopher Honeyman & Andrea Kupfer Schneider eds., 2006) (with Russell Korobkin) (adapted from MARQUETTE LAW REVIEW symposium)

Option Generation: Be Careful What You Ask For..., in THE HANDBOOK OF DISPUTE RESOLUTION (Michael L. Moffitt & Robert C. Bordone eds., 2005) (adapted from IOWA LAW REVIEW article)

A Little Variety Goes A Long Way, in TEACHING THE LAW SCHOOL CURRICULUM 384 (Carolina Academic Press, Friedland, Hess & Sepinuck eds., 2004)

Negotiation/Bargaining: The Role of the Lawyer, INTERNATIONAL ENCYCLOPEDIA OF THE SOCIAL & BEHAVIORAL SCIENCES (2002)

ARTICLES, ESSAYS, AND SYMPOSIA

The Hidden Judiciary, 58 DUKE LAW JOURNAL 1477 (2009) (with Jeffrey J. Rachlinski & Andrew J. Wistrich) (symposium)

Remaking the Supreme Court in the Courts' of Appeals Image, 58 DUKE LAW JOURNAL 1439 (2009) (with Tracey E. George) (symposium)

Does Unconscious Racial Bias Affect Trial Judges?, 84 NOTRE DAME LAW REVIEW 1195 (2009) (with Jeffrey J. Rachlinski, Sheri Johnson & Andrew J. Wistrich) (article)

"Be Curious," 25 NEGOTIATION JOURNAL 217 (2009) (column)

Managing the Goal-Setting Paradox: How to Get Better Results from High Goals and Be Happy, 25 NEGOTIATION JOURNAL 217 (2009) (with Clark Freshman) (special section contribution)

"The Threes": Re-Imagining Supreme Court Decisionmaking, 61 VANDERBILT LAW REVIEW 1823 (2008) (with Tracey E. George) (essay)

Carhart, Constitutional Rights, and the Psychology of Regret, 81 SOUTHERN CALIFORNIA LAW REVIEW 877 (2008) (article)

Blinking on the Bench: How Judges Decide Cases, 93 CORNELL LAW REVIEW 1 (2007) (with Jeffrey J. Rachlinski & Andrew J. Wistrich) (article)

- Featured in *Judges: They're Just Like Us!*, 94 ABA JOURNAL 12 (June 2008)

Heuristics and Biases in Bankruptcy Judges, 163 JOURNAL OF INSTITUTIONAL AND THEORETICAL ECONOMICS 167 (2007) (with Jeffrey J. Rachlinski & Judge Andrew J. Wistrich) (symposium)

Misjudging, 7 NEVADA LAW JOURNAL 420 (2007) (invited lecture with published responses)

Insurance, Illusions of Judgment & Litigation, 59 VANDERBILT LAW REVIEW 2017 (2006) (with Jeffrey J. Rachlinski) (symposium)

Inside the Bankruptcy Judge's Mind, 86 BOSTON UNIVERSITY LAW REVIEW 1227 (2006) (with Jeffrey J. Rachlinski & Judge Andrew J. Wistrich) (symposium)

Anchoring, Information, Expertise, and Negotiation: New Insights from Meta-Analysis, 21 OHIO STATE JOURNAL ON DISPUTE RESOLUTION 597 (2006) (with Dan Orr) (article)

Can Judges Ignore Inadmissible Information?: The Difficulty of Deliberately Disregarding, 153 UNIVERSITY OF PENNSYLVANIA LAW REVIEW 1251 (2005) (with Jeffrey J. Rachlinski & Judge Andrew J. Wistrich) (article)

The Futility of Appeal: Disciplinary Insights Into the "Affirmance Effect" on the United States Courts of Appeals, 32 FLORIDA STATE UNIVERSITY LAW REVIEW 357 (2005) (with Tracey E. George) (symposium)

Induced Litigation, 98 NORTHWESTERN UNIVERSITY LAW REVIEW 545 (2004) (with Tracey E. George) (essay)

Principles of Influence in Negotiation, 87 MARQUETTE LAW REVIEW 829 (2004) (symposium)

- Reprinted in CHARLES B. WIGGINS & L. RANDOLPH LOWRY, NEGOTIATION AND SETTLEMENT ADVOCACY: A BOOK OF READINGS (2d. ed. 2005)
- Excerpted in CARRIE MENKEL-MEADOW ET AL., NEGOTIATION: PROCESSES FOR PROBLEM SOLVING (2006)

The Impact of the Impact Bias on Bargaining, 87 MARQUETTE LAW REVIEW 817 (2004) (with David Sally) (symposium)

- Excerpted in CARRIE MENKEL-MEADOW ET AL., NEGOTIATION: PROCESSES FOR PROBLEM SOLVING (2006); LEONARD L. RISKIN ET AL, DISPUTE RESOLUTION & LAWYERS (3d. ed. 2005); LEONARD L. RISKIN ET AL., DISPUTE RESOLUTION & LAWYERS (Abridged, 3d ed. 2006)

Heuristics and Biases in Negotiation, 87 MARQUETTE LAW REVIEW 795 (2004) (with Russell Korobkin) (symposium)

- Reprinted in CARRIE MENKEL-MEADOW ET AL., NEGOTIATION: PROCESSES FOR PROBLEM SOLVING (2006); CHARLES B. WIGGINS & L. RANDOLPH LOWRY, NEGOTIATION AND SETTLEMENT ADVOCACY: A BOOK OF READINGS (2d. ed. 2005)

Insights from Cognitive Psychology, 54 JOURNAL OF LEGAL EDUCATION 42 (2004) (symposium)

Risk Realization, Emotion, and Policymaking, 69 MISSOURI LAW REVIEW 1039 (2004) (symposium)

Damages: Using a Case Study to Teach Law, Lawyering, and Dispute Resolution, 2004 JOURNAL OF DISPUTE RESOLUTION 1 (with Melody Richardson Daily & Leonard L. Riskin) (introduction)

Understanding Settlement in Damages (and Beyond), 2004 JOURNAL OF DISPUTE RESOLUTION 89 (symposium)

Prospect Theory, Risk Preference & the Law, 97 NORTHWESTERN UNIVERSITY LAW REVIEW 1115 (2003) (symposium)

Panacea or Pandora's Box? The Costs of Options in Negotiation, 88 IOWA LAW REVIEW 601 (2003) (article)

- Received 2003 CPR Institute for Dispute Resolution Professional Article Prize
- Excerpted in CARRIE J. MENKEL-MEADOW ET AL., DISPUTE RESOLUTION: BEYOND THE ADVERSARIAL MODEL (2005); CARRIE MENKEL-MEADOW ET AL., NEGOTIATION: PROCESSES FOR PROBLEM SOLVING (2006); LEONARD L. RISKIN ET AL, DISPUTE RESOLUTION & LAWYERS (3d. ed. 2005); LEONARD L. RISKIN ET AL., DISPUTE RESOLUTION & LAWYERS (Abridged, 3d ed. 2006)

Joining Forces: The Role of Collaboration in the Development of Legal Thought, 52 JOURNAL OF LEGAL EDUCATION 559 (2003) (with Tracey E. George) (article)

Judging by Heuristic: Cognitive Illusions in Judicial Decision Making, 86 JUDICATURE 44 (July/August 2002) (with Jeffrey J. Rachlinski & Judge Andrew J. Wistrich) (article)

- Reprinted in the June 2005 issue of L.A. LITIGATOR

Procedural Justice Research and the Paucity of Trials, 2002 JOURNAL OF DISPUTE RESOLUTION 127 (symposium)

Inside the Judicial Mind, 86 CORNELL LAW REVIEW 777 (2001) (with Jeffrey J. Rachlinski & Judge Andrew J. Wistrich) (article)

- Received 2001 CPR Institute for Dispute Resolution Professional Article Prize
- Excerpted in LEONARD L. RISKIN ET AL, DISPUTE RESOLUTION & LAWYERS (3d. ed. 2005); LEONARD L. RISKIN ET AL., DISPUTE RESOLUTION & LAWYERS (Abridged, 3d ed. 2006)
- Featured in the CHICAGO DAILY LAW BULLETIN, CORPORATE LEGAL TIMES, and NEW YORK TIMES
- Reprinted in EXPERIMENTAL LAW AND ECONOMICS (Jennifer H. Arlen & Eric L. Talley eds. 2008)
- To be reprinted in BEHAVIORAL LAW AND ECONOMICS (Jeffrey J. Rachlinski ed. forthcoming 2009)

The Lawyer's Philosophical Map & the Disputant's Perceptual Map: Impediments to Facilitative Mediation and Lawyering, 6 HARVARD NEGOTIATION LAW REVIEW 145 (2001) (article)

- Excerpted in LEONARD L. RISKIN ET AL, DISPUTE RESOLUTION & LAWYERS (3d. ed. 2005)

Framing Frivolous Litigation: A Psychological Theory, 67 UNIVERSITY OF CHICAGO LAW REVIEW 163 (2000) (article)

- To be reprinted in BEHAVIORAL LAW AND ECONOMICS (Jeffrey J. Rachlinski ed. forthcoming 2009)

Review Essay: Using Bargaining for Advantage in Law School Negotiation Courses, 16 OHIO STATE JOURNAL ON DISPUTE RESOLUTION 219 (2000) (book review)

Better Settle Than Sorry: The Regret Aversion Theory of Litigation Behavior, 1999 UNIVERSITY OF ILLINOIS LAW REVIEW 43 (article)

- Excerpted in CHARLES B. WIGGINS & L. RANDOLPH LOWRY, NEGOTIATION AND SETTLEMENT ADVOCACY: A BOOK OF READINGS (2d. ed. 2005)

An Empirical Evaluation of Specialized Law Reviews, 26 FLORIDA STATE UNIVERSITY LAW REVIEW 813 (1999) (with Tracey E. George) (symposium)

In Defense of Author Prominence: A Reply to Crespi and Korobkin, 26 FLORIDA STATE UNIVERSITY LAW REVIEW 877 (1999) (with Tracey E. George) (symposium)

Family Preservation, Creation, and Re-Creation: Adoption During the Progressive Era, 43 AMERICAN JOURNAL OF LEGAL HISTORY 235 (1999) (with Joanna L. Grossman) (article)

A Party Satisfaction Perspective on a Comprehensive Mediation Statute, 13 OHIO STATE JOURNAL ON DISPUTE RESOLUTION 885 (1998) (with James Levin) (symposium)

Psychology, Economics, and Settlement: A New Look at the Role of the Lawyer, 76 TEXAS LAW REVIEW 77 (1997) (with Russell Korobkin) (article)

- Excerpted in RUSSELL KOROBKIN, NEGOTIATION THEORY AND STRATEGY (2002)
- Reprinted in EXPERIMENTAL LAW AND ECONOMICS (Jennifer H. Arlen & Eric L. Talley eds. 2008)

The Road Less Taken: Annulment at the Turn of the Century, 40 AMERICAN JOURNAL OF LEGAL HISTORY 307 (1996) (with Joanna L. Grossman) (article)

Guardians: A Research Note, 40 AMERICAN JOURNAL OF LEGAL HISTORY 146 (1996) (with Lawrence M. Friedman & Joanna L. Grossman) (research note)

Psychological Barriers to Litigation Settlement: An Experimental Approach, 93 MICHIGAN LAW REVIEW 107 (1994) (with Russell Korobkin) (article)

- Earlier version published in the Stanford Center on Conflict & Negotiation (SCCN) Working Paper Series (Working Paper #42, 1994)
- Excerpted in CARRIE J. MENKEL-MEADOW ET AL., DISPUTE RESOLUTION: BEYOND THE ADVERSARIAL MODEL (2005); CARRIE J. MENKEL-MEADOW ET AL., NEGOTIATION: PROCESSES FOR PROBLEM SOLVING (2006); CARRIE J. MENKEL-MEADOW ET AL., MEDIATION: PRACTICE, POLICY AND ETHICS (2006); LEONARD L. RISKIN ET AL., DISPUTE RESOLUTION & LAWYERS (3d. ed. 2005); RUSSELL KOROBKIN, NEGOTIATION THEORY AND STRATEGY (2002)

Opening Offers and Out of Court Settlement: A Little Moderation May Not Go A Long Way, 10 OHIO STATE JOURNAL ON DISPUTE RESOLUTION 1 (1994) (with Russell Korobkin) (article)

Between the Frontier and the Big City: Sixty Years of Small-Town Murder Prosecution, 47 OKLAHOMA LAW REVIEW 481 (1994) (article)

OTHER PUBLICATIONS

Option Overload? Manage the Choices on the Table, 10 NEGOTIATION 7 (2007)

Blind Justice, 10 NEGOTIATION 1 (2007)

Book Review: Beyond Reason and Beyond Emotion, 12 DISPUTE RESOLUTION MAGAZINE 7 (Summer 2006)

Even Judges Can Fall Victim to Cognitive Illusions, FULTON COUNTY DAILY REPORT, Sept. 25, 2001 (with Jeffrey J. Rachlinski & Judge Andrew J. Wistrich)

Shrouded Thinking, LEGAL TIMES, Sept. 10, 2001, at 42 (with Jeffrey J. Rachlinski & Judge Andrew J. Wistrich)

Inside the Judicial Mind, 27 CORNELL LAW FORUM 1 (2001) (Cornell Law Alumni Magazine) (with Jeffrey J. Rachlinski & Judge Andrew J. Wistrich)

Faculty Focus: Framing Frivolous Litigation: A Psychological Theory, 2 ISSUES AND INTERESTS 3 (Winter 2001) (University of Missouri's Center for the Study of Dispute Resolution Newsletter)

Everything You Always Wanted to Know About Law Professors (But Were Afraid to Ask), 23 TRANSCRIPT 7 (2000) (University of Missouri Law Alumni Magazine)

Law School Rankings Game, 21 TRANSCRIPT 5 (1998) (University of Missouri Law Alumni Magazine)

WORKS IN PROGRESS

DISPUTE RESOLUTION & LAWYERS, ABRIDGED EDITION (West, 4th ed. 2009) (with Leonard L. Riskin, James E. Westbrook, Richard Reuben, Jennifer Robbennolt & Nancy Welsh) (casebook)

THE PSYCHOLOGY OF JUDGING, forthcoming (with Jeffrey J. Rachlinski & Andrew J. Wistrich) (book)

Humans Judging Humans: Attribution and Blame in Trial Judges (with Jeffrey J. Rachlinski & Andrew J. Wistrich) (article)

The Upper Hand (with Jeffrey J. Rachlinski) (essay)

SELECTED PRESENTATIONS

Inside the Trial Judge's Mind, University of Chicago Law School Faculty Workshop, Chicago, IL, April 2009; Syracuse College of Law Faculty Workshop, Syracuse, NY, April 2009; Thomas Jefferson Law School Faculty Workshop, San Diego, CA, April 2008; University of Iowa College of Law Faculty Workshop, Iowa City, IA, August 2007; University of Illinois College of Law Faculty Workshop, Champaign, IL, October 2006.

How Judges Decide Cases, Judicial Symposium on Judicial Behavior, Northwestern University Law School Judicial Symposium, April 2009

The Hidden Judiciary, Measuring Judges and Justice, Duke Law School, Durham, NC, February 2009

The Risk of Bias and Cognitive Error in Decisions About Pretrial Detention and Misdemeanor Sentencing, Pretrial and Misdemeanor Sentencing Institute, A Pilot Project for Ninth Circuit Magistrate Judges, San Diego, CA, November 2008 (co-presenter)

Blinking on the Bench: How Judges Judge, National Association of Administrative Law Judiciary Annual Conference, New York, NY, October 2008 (co-presenter)

Blinking on the Bench: How Judges Decide Cases, City of New York Administrative Judicial Institute, New York, NY, June 2008 (co-presenter)

Modernizing the Law School Curriculum: The Experience at Vanderbilt, Santa Clara University Law School, Santa Clara, CA, January 2007

Roundtable, Branstetter Litigation & Dispute Resolution Program, Vanderbilt Law School, Nashville, TN, October 2006 (moderator)

Dispute Resolution, Law and Legal Education: Philosophical Maps, Perspectives and Emotions, University of Missouri School of Law, Columbia, MO, October 2006 (moderator)

Junior Empirical Legal Scholars Conference, Cornell Law School, Ithaca, NY, September 2006 (senior commentator)

Judicial Decision Making: Resisting Invitations to Error, Annual Business Program of the Florida Conference of Circuit Judges, Naples, FL, June 2006 (co-presenter)

Inside the Judicial Mind, California Judges Association Mid-Year Conference, Palm Springs, CA, May 2006 (co-presenter)

Pedagogic Bias? Diagnosis and Correctives, Conference on Legal Education: Past, Present & Future, Vanderbilt Law School, Nashville, TN, April 2006 (moderator)

The Next Generation of Scholarship on Civil Litigation and Dispute Resolution, Vanderbilt Law School, Nashville, TN, April 2006 (moderator)

Using Psychology to Get the Deal Done, American Bar Association Section on Dispute Resolution Annual Meeting, Atlanta, GA, April 2006 (co-presenter)

Misjudging, Saltman Lecture, William S. Boyd School of Law, University of Nevada-Las Vegas, Las Vegas, NV, March 2006

New Directions in Behavioral Law & Economics, Law & Society Association Annual Meeting, Las Vegas, NV, June 2005 (chair)

How Arbitrators Decide: Framing and Advocacy, Global Center for Dispute Resolution Annual Research Conference, New York, NY, May 2005 (co-presenter)

Legal Educators' Colloquium: What Can Empirical Research Teach Us About ADR and What Can We Do with These Insights in our Classrooms?, American Bar Association Section on Dispute Resolution Annual Meeting, Los Angeles, CA, April 2005 (co-presenter)

Can Judges Ignore Inadmissible Information? The Difficulty of Deliberately Disregarding, University of Florida School of Law Faculty Workshop, Gainesville, FL, January 2005; University of Kansas Law School Faculty Workshop, Lawrence, KS, November 2004; University of Alabama School of Law Faculty Workshop, Tuscaloosa, AL, October 2004; Pepperdine Law School Faculty Workshop, Malibu, CA, February 2004; Northwestern University Law School Faculty Workshop, Chicago, IL, December 2003

CLE, BLE, and Suit & Settlement, Law & Economics Seminar, University of Kansas Law School, Lawrence, KS, November 2004

The Psychology of Judicial Decision Making, Federal Judicial Center National Workshop for U.S. District Judges III, Seattle, WA, September 2004 (co-presenter)

Shrouded Thinking, Federal Judicial Center National Workshop for Bankruptcy Judges, Seattle, WA, August 2004 (co-presenter)

The Psychology of Judging, Federal Judicial Center National Workshop for U.S. Magistrate Judges, Chicago, IL, July 2004 (co-presenter)

The Psychology of Judicial Decision Making, Summer 2004 Education Conference for the Florida Conference of Circuit Judges, Marco Island, FL, June 2004 (co-presenter)

Heuristics and the Law, 94th Dahlem Konferenz der Freien Universitatit Berlin, Berlin, Germany, June 2004 (participant)

The Psychology of Judicial Decision Making, Federal Judicial Center National Workshop for U.S. District Judges I, Philadelphia, PA, April 2004 (co-presenter)

Dispute Resolution & Decision Making: Judges, Neutrals & Parties, American Bar Association Section on Dispute Resolution Annual Meeting, New York, NY, April 2004 (co-presenter)
Why Do Appellate Judges "Just Say No to Appellants?", Symposium on Behavioral Analysis of Legal Institutions, Florida State University, Tallahassee, FL, March 2004.

The Psychology of Pre-Trial Settlement, Maricopa County Judicial Education Day, Phoenix, AZ, October 2003 (co-presenter)

Insights from Cognitive Psychology, AALS Annual Meeting Workshop on Dispute Resolution, Washington, DC, January 2003 (opening plenary)

Using Selected Social Science Insights to Illuminate Common Features of Distributive Bargaining, AALS Annual Meeting Workshop on Dispute Resolution, Washington, DC, January 2003 (panelist)

Panacea or Pandora's Box? The Costs of Options in Negotiation, Vanderbilt University Social Psychology Brownbag Group, Nashville, TN, October 2002; Quinnipiac-Yale Dispute Resolution Speaker's Series, Yale Law School, New Haven, CT, February 2002; Washington University School of Law Dean's Workshop, St. Louis, MO, January 2002; Vanderbilt University Law School Dean's Lunch, Nashville, TN, December 2001

Law, Psychology, and Negotiation Theory: New Insights, Law & Society Association Annual Meeting, Vancouver, BC, Canada, May 2002 (chair)

Prospect Theory, Risk Preference & the Law, Law & Society Association Annual Meeting, Vancouver, BC, Canada, May 2002

Inside the Judicial Mind: Heuristics and Biases, Florida State University College of Law Faculty Workshop, Tallahassee, FL, March 2001

When Good Lawyers Make Bad Choices: Overcoming Psychological Biases in Legal Decision-Making, American Bar Association Section on Dispute Resolution Annual Meeting, San Francisco, CA, April 2000 (co-presenter)

Litigation & Settlement Psychology, Dispute Resolution Speaker Series, Willamette University College of Law, Salem, OR, Feb. 2000

Toward a Psychological Theory of Selection, Washington University School of Law Faculty Workshop, St. Louis, MO, Jan. 2000

Psychology of Judging, Federal Judicial Center Workshop for U.S. Magistrate Judges, New Orleans, LA, Nov. 1999; Philadelphia, PA, July 1999 (co-presenter)

DISPUTE RESOLUTION WORKSHOPS

Trainer, *Bargaining Smart, Not Hard: Getting a Better Deal*, Tennessee Volunteer Lawyers for the Arts, Nashville, TN, January 2009

Trainer, *Hard Bargaining or Hardly Bargaining? Getting a Good Deal*, Tennessee Volunteer Lawyers for the Arts, Nashville, TN, October 2008

Speaker, *Negotiation at the Mediation Table: What's Really Going On?*, Tennessee Association of Professional Mediators, Nashville, TN, September 2008

Co-Trainer, *Negotiation at its Best Training*, ADR Center, Rome, Italy, May 2008

Speaker, *Mind Games: The Psychology of Negotiation*, ADR Institute, Georgia State Bar Association, Atlanta, GA, October 2007

Keynote Speaker, *Mind Games: The Psychology of Negotiation*, Heartland Mediator's Association Annual Meeting, Overland Park, KS, May 2007

Speaker, *Mediation: Methods for Success*, Nashville Bar Association, Nashville, TN, September 2006

Speaker, *The Psychology of Settlement Negotiations*, Nebraska Defense Counsel Association Annual Meeting and Seminar, Ashland, NE, September 2003

Facilitator, *Negotiation Skills for Executives*, Trinidad & Tobago Chamber of Commerce/Dispute Resolution Centre, Port of Spain, Trinidad, April 2003 (two-day workshop sponsored by the Inter-American Development Bank)

PREVIOUS EMPLOYMENT

Consulting Attorney, Labor & Employment Group, Fenwick & West LLP, Palo Alto, CA, 1996-98.

Associate, Labor & Employment Group, Fenwick & West LLP, Palo Alto, CA, 1994-96.

Counselor, Higher Education Information Center, Boston, MA, 1990-91.

Program Evaluator, General Accounting Office, Kansas City Regional Office, 1989-90.

EDUCATION

Stanford Law School, J.D., 1994.

Research Fellow, Stanford Center on Conflict & Negotiation (SCCN)

Harvard Graduate School of Education, Ed.M., 1991.

Courses in Psychology, Testing, and Counseling Skills

Stanford University, B.A. in Political Science with Distinction & Honors, 1989.

Phi Beta Kappa

Lloyd W. Dinkelspiel Award (given to two graduates for outstanding academic and extracurricular contributions to Stanford)

PROFESSIONAL ACTIVITIES, VOLUNTEER WORK & MEMBERSHIPS

Volunteer Mediator, Nashville Conflict Resolution Center

Volunteer, Tennessee Volunteer Lawyers for the Arts

Member, ABA; ABA Section on Dispute Resolution; Law & Society Association; Society for Judgment & Decision Making; Pro Bono & Community Mediation Advisory Committee to the Tennessee Supreme Court Access to Justice Commission

Academic Advisory Committee, ABA/NCCUSL Model Mediation Project (1996-99)

Academic Advisory Board, CPR Lawyering, Problem-Solving & Legal Education Project

External Reviewer, Conference on Empirical Legal Studies; Israel Science Foundation; National Science Foundation; AMERICAN LAW & ECONOMICS REVIEW; JOURNAL OF EMPIRICAL LEGAL STUDIES; JOURNAL OF LEGAL STUDIES; JOURNAL OF POLITICS; LAW & POLICY; LAW & SOCIAL INQUIRY; LAW & SOCIETY REVIEW; NEGOTIATION JOURNAL; PSYCHOLOGY, PUBLIC POLICY & THE LAW

Judge, CPR Institute for Dispute Resolution (2002-06)

Bar Member, California State Bar (inactive effective 2003)