



Reading Microexpressions of Emotion for Attorneys Seminar

June 10–11, 2011 • AAJ Headquarters • Washington, DC

Exclusively for AAJ Regular, Sustaining, Life, and President's Club, and Leaders Forum Members only

Only 3 spots left—Register now

What past participants have said about this program:

"This was a groundbreaking program."

—Chris O'Brien, Buffalo, NY, 22 years in practice

"The topic is the cutting edge of psychology and trial work."

—Matthew Powell, Tampa, FL, 24 years in practice

"I attended this program to help me understand people better: to understand what their triggers are, to uncover their hidden agendas, to result in better communication and establish more trust in mediation."

—Carissa Chappellet, St. Helena, CA, 24 years in practice

View microexpressions

Hear from Dr. Matsumoto about microexpressions, visit www.justice.org/education/microexpressions.

This is a one-of-a-kind program designed to give you the competitive edge. Learn from one of the world's experts on microexpressions, Dr. Matsumoto, who has trained thousands of national security personnel. You'll learn how to read microexpressions and use this special skill in your practice.

How can reading microexpressions improve your practice?

Consider how you could use knowing what someone really thinks and feels to your advantage:

- Assessing a potential client...Reading your client's emotions
- Gathering information from experts and other witnesses in depositions
- Rapport building with jurors, clients, and witnesses

What are microexpressions?

Microexpressions last for only a fraction of a second. Everyone has microexpressions. They are involuntary, cross-cultural, and cross-gender. They can't be faked. Through science and extensive research, what is barely detectable to the eye can reveal someone's true emotions. Not what they want you to think, but what they really know and feel.

Reading microexpressions will expose the truth. Using this skill will elevate your effectiveness and success as a trial lawyer.

MCLE & Recognition Program Requirements

Earn approximately 14+ credit hours to be applied to your participation in AAJ's professional recognition programs. For more information about these programs, visit www.justice.org/recognition. CLE questions may be addressed by calling the CLE Assistant at 800-622-1791 or 202-965-3500, ext. 8335.

*Number of credits may vary depending on calculation method used by individual state accreditation agencies. AAJ is a State Bar of California MCLE-approved provider.

Yes! Register me for Reading Microexpressions of Emotion for Attorneys Seminar (\$805)

Registration Fee

AAJ Plaintiff Members – \$2,195

AAJ Paralegal Affiliates may be eligible to attend this program at a discount by attending with an AAJ plaintiff attorney (Regular, Life, Sustaining, President's Club, or Leaders Forum) from the same firm with the same firm address.

Four Easy Ways to Register

1. Online: www.justice.org/education/microexpressions

2. Phone: 800-622-1791 or 202-965-3500, ext. 8612

3. Fax: 202-625-7084

4. Mail this form to:

AAJ Education Fund, Attn: Education Registrar

777 6th Street, NW, Suite 200, Washington, DC 20001

Name _____

AAJ ID# _____

Firm _____

Address _____

City/State/ZIP _____

Telephone (Office) _____

Fax _____

E-mail _____

Check is enclosed (*Payable to AAJ Education Fund*)

Charge my: MasterCard VISA American Express

Card # _____

Expiration Date _____

Signature _____

Cancellations received in writing by May 27, 2011 will result in a refund less a 10% administrative charge. Cancellations received May 27–June 9, 2011 will result in a voucher for the entire registration fee, which may be applied toward any AAJ Education college or seminar held within one calendar year of the date of issue. Requests for refunds or vouchers received after June 9, 2011 will not be honored. Fax or email your cancellation letter to the registrar at 202-625-7084 or education@justice.org.

AAJ suggests the following hotels in Washington, DC:

Marriott Fairfield Inn & Suites Washington, DC/Downtown
500 H Street, NW, Washington, DC 20001, 202-289-5959

Renaissance Washington, DC Downtown Hotel
999 9th Street NW, Washington, DC 20001, 202-898-9000

Hotel Monaco Washington, DC
700 F Street, NW, Washington, DC 20004, 202-628-7177

Hampton Inn Washington, DC-Convention Center
901 6th Street, NW, Washington, DC 20001, 202-842-2500

Grand Hyatt Washington
1000 H Street, NW, Washington, DC 20001, 202-582-1234

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AGENDA

Friday, June 10

REGISTRATION

(Continental breakfast provided)

8:00 am–8:45 am

DAILY SESSION

(a lunch break will be taken from 12:00 pm–1:00 pm)

8:45 am–5:00 pm

Improve Foundational Skills (Take Home Message 1)

- Reading Emotions in Others
- Reading Nonverbal Behaviors

Build Knowledge: Understanding the Psychology of Truth Telling and Lying

Improve Hot Spotting Skills

(Take Home Messages 2 and 3)

Application of These Skills to Depositions, Witness Interviews, and Voir Dire

NETWORKING RECEPTION

5:00 pm–6:00 pm

Application to Legal Practice

- Depositions
 - Review deposition video and identify witnesses' truthfulness and lying
 - Identify conflict between gestures and statements
 - Identify areas that cause stress
 - Frame questions to elicit stressors
- Client Interviews
 - Determine if client is hiding information
 - Identify client's dominant emotions and whether it will affect credibility
- Jury Selection
 - Evaluate jurors' motives or agenda to be on jury
 - Identify jurors whose core beliefs are inconsistent with a desired outcome

Saturday, June 11

DAILY SESSION

(Continental breakfast provided)

(a lunch break will be taken from 12:00 pm–1:00 pm)

9:00 am–5:00 pm

Review and More Practice of Reading Microexpressions

Emotional Reactions to Lying (three types)

Other Channels of Leakage

- Facial behaviors (cognition)
- Voice
- Verbal content
- Other emblems

More Practice

Final Discussion on Application of These Skills to Depositions, Witness Interviews, and Voir Dire

Goals

Knowledge

- About emotion
 - Universality of facial expressions of emotion
- Triggers and functions of emotion
 - About nonverbal behavior
 - Psychology of truth telling and lying

Skills

- Reading faces
 - Emotions
 - Macroexpressions
 - Microexpressions
 - Subtle expressions
 - Cognitions
- Reading body language
 - Emblematic gestures
- Identifying vocal cues
 - Voice
 - Verbal style
- Hot spotting
 - Contradictory emotions
 - Identifying micros
 - Contradictory emblems
 - Hypothesis testing

ABOUT THE FACULTY

David Matsumoto, Ph.D., Director of Humintell, is a renowned expert in the field of microexpressions. Prior to his work at Humintell, Dr. Matsumoto worked with The Ekman Group, where he provided unique training in the fields of facial expression, gesture, nonverbal behavior, emotion, and deception to private and public companies as well as various government agencies. Since 1989, Dr. Matsumoto has been a professor of Psychology at San Francisco State University (SFSU). He is the Founder and Director of SFSU's Culture and Emotion Research Laboratory, which focuses on studies involving culture, emotion, social interaction and communication. In 2009, Dr. Matsumoto was one of the select few to receive the prestigious Minerva Grant, a \$1.9 million grant from the U.S. Department of Defense to examine the role of emotions in ideologically-based groups.

Phillip H. Miller, course advisor, has an exclusively personal injury practice. Mr. Miller has tried 46 jury trials to verdict and handled a wide range of cases including trucking litigation, nursing home claims, pharmaceutical torts, and day care center child abuse. In addition to his law practice, Mr. Miller has extensive experience working as a trial consultant on a wide variety of cases. He is a member of AAJ's National College of Advocacy (NCA) Board of Trustees, a Diplomate of AAJ's NCA, and is with the firm of Phillip Miller & Associates in Nashville, Tennessee.