

Webcast Replay!**The Psychology of Settlement: Behaviors That Encourage Opportunities for Resolution**

Applies to the Texas Bar College & Texas Board of Legal Specialization in Civil Trial, Labor and Employment, and Personal Injury Trial Law.

Wednesday, September 21st**10:00 a.m. to 11:00 a.m. CT**

MCLE Credit: 1 hr. (includes .5 hr. ethics)

MCLE No: 174139312

Registration Fee: \$65

[**Register for Webcast**](#)

Watch in the comfort of your own home or office! If you cannot watch the entire webcast at its scheduled time, register now and watch it when the recording is available after the broadcast. You will have until **October 31, 2022** to complete the program at your convenience!

Comments from prior registrants:

- *'Outstanding CLE!'*
- *'Superb presentation; knowledgeable presenter.'*
- *'Claude, I found the hour spent listening to you valuable. I appreciated your candor, experience and knowledge. Overall, your presentation was excellent, interesting, and thought-provoking.'*
- *'Excellent seminar. Mr. Ducloux's experience as both a litigator and a mediator gives him a strong perspective on creating effective opportunities for settlement. I appreciate Mr. Ducloux's dedication to our profession and would gladly attend more of his presentations.'*

Claude E. Ducloux, Board-Certified in both Civil Trial Law and Civil Appellate Law, by the Texas Board of Legal Specialization (also licensed in CA and CO), and former Chair of the Texas Center for Legal Ethics will present a 60-minute presentation with annotated power point covering:

- The biology of decision-making and cognitive behaviors of human mind
- The psychology of making decisions when in stress, as in litigation
- Use of heuristics, and other mental short cuts which supplant deliberative operations
- Seven Steps to good decisions
- Confirmation Bias
- Determining client objectives and alternatives early to identify paths of resolution
- Attorney missteps such as underestimating, engaging in improper conduct; and failure to keep clients informed; subserving the client's inappropriate motivations
- Strategies for honest advocacy and civility
- Discussions of the atmosphere for settlement
- Good Client relationships, and respect from court and staff
- Cultivating productive relationships with opposing counsel
- Duties of proactivity to encourage settlement
- Psychology of ADR, and characteristics of effective "neutrals"
- Using Catharsis v. Directive persuasion
- Improving and Defending your profession

Registration is only available online and by using a credit card. Registrations by mail, fax, or phone will not be accepted. We encourage early registrations for webcasts to give you time to verify that your system is webcast-ready. Our technical support lines are usually extremely busy on the day of a webcast, so please register and test your system a few days ahead of the broadcast date.

Webcast Instructions

When you register for a webcast, instructions for accessing the seminar will be sent as part of your email receipt. We also send a final email prior to the start of the seminar that repeats these instructions. Please [contact us](#) if you do not receive your receipt or if you have any questions.

Claiming MCLE Credit

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Access to Archived Seminar

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For Group Viewings of a webcast at a discount, contact Group & Firm Sales Manager **Laura Angle** at 512-263-2802 or lanngle@texasbar.com.