



WASHINGTON STATE BAR ASSOCIATION

Northwest Dispute Resolution Conference Kickoff Co-Sponsor: KCBA ADR AND WSBA ADR SECTIONS

Location	Date	Time	Topic
WA State Bar Association, 1325 Fourth Ave., Suite 600, Seattle, WA 98101	Wednesday, March 21, 2018	Note Time: 4:00 – 6:30 pm With Reception	Winning Arguments and Persuasion Strategies

Please RSVP by March 14, so that we can ensure adequate seating and refreshments for our participants. You may RSVP to sections@wsba.org.

AGENDA

4:00 PM Introduction of Speakers and Program

4:05 PM Presentation: **Winning Arguments: Interaction Dynamics and Persuasion Strategies with Dr. Chenhao Tan**, Assistant Professor of Computer Science at University of Colorado Boulder, author, and researcher of online forums

- Research on Reddit’s ChangeMyView online forum
- How does our language, timing, and persuasion techniques impact our ability to change another person’s mind?
- What are the most successful techniques for changing minds?
- When is someone’s mind more open to change?
- How can mediators use Dr. Tan’s research to become more effective in their verbal and written interactions with parties?

5:15 PM Reception hosted by WSBA ADR and KCBA ADR Sections

SPEAKER BIOGRAPHY: **Dr. Chenhao Tan** has a PhD degree in Computer Science from Cornell University and Bachelor Degrees in Computer Science and Economics from Tsinghua University. He conducted postdoctoral research in online social interactions at the University of Washington. Dr. Tan is an assistant professor of Computer Science and Informational Science at the University of Colorado Boulder. His research includes articles and papers on natural language processing and social dynamics. His research on Reddit’s ChangeMyView, an online forum that explores persuasion strategies, has been published and presented at the 25th International World Wide Web Conference. His research paper, Winning Arguments: Interaction Dynamics and Persuasion Strategies in Good-faith Online Discussions, was featured by the Washington Post, National Public Radio, and other media outlets. A link to Dr. Tan’s research can be found at <https://chenhaot.com/pubs/winning-arguments.pdf>