

University of Missouri School of Law

## University of Missouri School of Law Scholarship Repository

---

Faculty Blogs

Faculty Scholarship

---

2-24-2021

### NEW EDITION OF PSYCHOLOGY FOR LAWYERS

John Lande

Follow this and additional works at: [https://scholarship.law.missouri.edu/fac\\_blogs](https://scholarship.law.missouri.edu/fac_blogs)



Part of the [Dispute Resolution and Arbitration Commons](#)

---

---

## NEW EDITION OF PSYCHOLOGY FOR LAWYERS

FEBRUARY 24, 2021 | JOHN LANDE | [LEAVE A COMMENT](#)

The ABA recently published the second edition of *Psychology for Lawyers: Understanding the Human Factors in Negotiation, Litigation, and Decision Making*, by Jen Robbennolt and Jean Sternlight. Based on the latest research, it provides insights about perception, memory, judgment, decision making, emotion, persuasion and influence, communication, and the psychology of justice. It applies these insights tasks to daily tasks of lawyering, including interviewing, negotiating, counseling, and conducting discovery.

It should be useful to lawyers and neutrals in all practice areas as well as psychologists who do consulting or research on legal matters. Teachers can use it for a stand-alone course or as a supplement to clinics or skills courses. Here's [Jean's syllabus for a Psychology and Lawyering course](#), which can provide ideas about how you might use the book in a course.

The second edition has a lower price than the first edition.

What's not to like?

Take a look.

[◀ DID YOU HEAR ABOUT?](#) [◀ FOR TEACHERS AND STUDENTS](#) [◀ PSYCHOLOGY](#) [◀ RESOURCES](#)

This site uses Akismet to reduce spam. [Learn how your comment data is processed.](#)

