

# Winstead University: Damages Part II – How Jurors Make Decisions About Damages

02.28.14

## **Damages Part II – How Jurors Make Decisions About Damages**

*Presented by Paul Jepsen, DecisionQuest*

How do jurors make decisions about complex quantitative issues such as damages? Our findings can assist litigators in presenting damages arguments that are compelling for jurors. Various models of juror decision-making regarding this issue are discussed, along with recommendations for improving your presentation techniques. Issues related to both compensatory and punitive damages are addressed.

**Live in Houston** (webcast/videoconference to other locations)

1100 JPMorgan Chase Tower

600 Travis Street

Houston, TX 77002

WINSTEAD PC - Dallas Office

500 Winstead Building

2728 N. Harwood Street

Dallas, Texas 75201

WINSTEAD PC - Charlotte Office

201 N. Tryon Street

Suite 2000

Charlotte, NC 28202

WINSTEAD PC - Austin Office

401 Congress Ave.

Suite 2100

Austin, TX 78701

**Friday, February 28**

Program: Noon - 1:00 p.m.

### **Accreditations Available:**

-CLE Credit (1 hour general)

### **Agenda :**

-12:00 pm - Filters that Jurors Use to Process Evidence

-12:15 pm - Influences that Impact Juror's Decisions

-12:30 pm - Framing Evidence and Questions to Get the Best Results

-12:45 pm - Damages Calculations

For more information on attending, contact Teresa Schneider at [tschneider@winstead.com](mailto:tschneider@winstead.com).