

**LAURA A. FRASE**  
**UNT Dallas College of Law**  
**106 S. Harwood**  
**Dallas, Texas 75201**  
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## **EDUCATION**

Southern Methodist University, M.A., Dispute Resolution, 2013  
St. Mary's University School of Law, J.D., San Antonio Texas, 1985  
Associate Editor, St. Mary's Law Journal  
Phi Delta Phi, Academic Fraternity  
Honored by Order of the Barristers  
Rhodes College, B.A. International/Global Studies, Memphis Tennessee

## **TEACHING EXPERIENCE**

**ASSISTANT PROFESSOR OF LAW, UNT DALLAS COLLEGE OF LAW, Dallas Texas (2018 - to present)**

Client Interviewing & Counseling (required experiential learning course)

Negotiation & Conflict Management (required experiential learning course)

Dispute Resolution Special Topics – Cognitive Biases in Decision-Making

**DIRECTOR OF ADVOCACY COMPETITIONS, UNT DALLAS COLLEGE OF LAW, DALLAS TEXAS (2019-2023).**

**ADJUNCT PROFESSOR, UNT DALLAS COLLEGE OF LAW, Dallas Texas (2016 – to fall 2017)**

Dispute Resolution Special Topics: Designed and taught course on Cognitive Biases (summer 2017)

Practice Foundation II: Negotiation and Conflict Resolution: Led small group negotiation performance exercises (fall 2016, spring 2017, and fall 2017)

Practice Foundation II: Negotiation and Conflict Resolution. Visiting Lecturer. Topic: “What Did You Say? Listening Tactics for Negotiators” (fall 2016 and spring 2017)

### **Academic Committee Service:**

2018-2019: 2020-2021: Honor Counsel and Scholarship Committees

2019-2020: Faculty Development Committee

2019-2021: Academic Affairs Cabinet Committee, Curriculum and Instruction Committee (Secretary and Advisor to 50+ students) and Honor Counsel Committee

Summer 2019: Adjunct Hiring and Academic Standards Committees

2021-2023: Honor Counsel Committee and Strategic Planning Committee, Chair, Board of Advocates Advisory Committee

2023-2024: Honor Counsel Committee, Strategic Planning Committee, Admissions Committee

2024-2025: Honor Council Committee, Strategic Planning Committee, ABA SEQ Task Force

Some Community Service Accomplishments:

Design and lead multiple in-house Moot Court and Mock Trial Competitions for UNT Dallas College of Law 2019-2023

Faculty Advisor – Board of Advocates and Order of the Barristers 2020-2023

Lead facilitator – DFW Mock Trial competition

Committee Member designing and leading TEXABOTA Best in Texas Voir Dire Competition, summer 2020 - spring 2023

Coach ABA Negotiation Competition teams with teams participating in ABA National Negotiation competition in Chicago (2022-2024)

## **PUBLICATIONS**

*Before “Once Upon a Time”: Creative Class Exercises That May Foster Law Student Proficiency in Gathering Information During a Client Interview*, currently submitted for publication (Jan. 2025).

*Refining Our Thinking About Thinking: Battling the Sway of Cognitive Biases in Negotiation*, 51 Cumb. L. Review 347 (2021). Portions reprinted in James Alfini, Donna Erez-Navot, William Froehlich, Sharon Press, Joseph B. Stulberg, Oladeji Tiamiyu, *MEDIATION IN AN EVOLVING WORLD: THEORY AND PRACTICE* (2024).

*When Strategies Go Awry: Part 6 in a Series on Cognitive Biases and Their Impact*. Subtitle: *Refining Our Thinking about Thinking: Battling the Sway of Cognitive Biases*, MEALEY’S TRADE SECRET LAW REPORT Vol. 2 # 5 (April 2018). Article was also published in six other MEALEY’S editions.

*When Strategies Go Awry: Part 5 in a Series on Cognitive Biases and Their Impact*. Subtitle: *I Gotta be Me! Self-Enhancing Cognitive Biases*, MEALEY’S FRACKING REPORT Vol. 5 # 3 (March 2018). Article was also published in six other MEALEY’S editions.

*When Strategies Go Awry: Part 4 in a Series on Cognitive Biases and Their Impact*. Subtitle: *But Wait – I Remember It Differently: Cognitive Biases That Mess with Our Memories*, MEALEY’S LIT. REPORT: ASBESTOS Vol. 33 # 1 (February 14, 2018). Article was also published in six other MEALEY’S editions.

*When Strategies Go Awry: Part 3 in a Series on Cognitive Biases and Their Impact*. Subtitle: *Loss Aversion and its Collaborators or “I hate losing. I hate losing more than I even wanna win,”* MEALEY’S EMERGING TOXIC TORTS Vol. 26 # 19 (Jan. 9, 2018). Article was also published in six other MEALEY’S editions.

*When Strategies Go Awry: Part 2 in a Series on Cognitive Biases and Their Impact. Subtitle: Anchoring Effect: “Draggin the Line” in Litigation and Negotiation*, MEALEY’S EMERGING TOXIC TORTS Vol. 26, #17 (Dec. 5, 2017). Article was also published in six other MEALEY’S editions.

*When Strategies Go Awry: Part 1 in a Series on Cognitive Biases and Their Impact. Subtitle: Confirmation Bias: Litigation and Negotiation through Rose-Colored Glasses*, MEALEY’S HEALTH CARE COVERAGE AND ACA Vol. 4 # 9 (Nov. 2017) . Article was also published in six other MEALEY’S editions.

Co-Author, *Bostic v. Georgia-Pacific: The Texas Supreme Court Extends and Refines Substantial Factor Causation*. MEALEY’S LIT. REPORT: ASBESTOS, Vol. 29, #13 (Aug. 13, 2014).

Co-Author, *Liability of Equipment Manufacturers for Products of Another: Is Relief in Sight?* COLUMNS SILICA, HARRIS MARTIN PUBLICATIONS, 6-10 (April 1, 2007).

Bankruptcy: Pre-Petition Acceleration of Mortgage Debt of Principal Residence- Arrearages May be Cured under Chapter 13 plan and Original Payment Schedule Reinstated, 16 ST. MARY'S L. J. 527 (1985).

## **HONORS AND PRESENTATIONS**

Invited Member of National Committee, *Tasks and Rubrics Advisory Committee*, National Conference of Bar Examiners for NEXTGEN BAR EXAMINATION, 2023-2025.

Invited Speaker: “*Wait, what? How Did I Get That Wrong*” *Cognitive Biases That Impact Evaluating Information*, ADR Section, DALLAS BAR ASSOCIATION, August 2023

Invited Keynote Speaker, “*Why Would Anyone Think That?*” *How Cognitive Biases May Impact Our Client’s Perceptions during Negotiation*, 16th Annual Collaborative Law CLE, STATE BAR OF TEXAS, March 2023.

Invited Speaker, “*What Are They Thinking??*” *How Cognitive Biases May Affect Your Client’s Perceptions During Negotiation*, Corporate Counsel Section, COLLIN COUNTY BAR ASSOCIATION, Feb. 2023.

Invited Speaker, “*What Are They Thinking?*” *How Cognitive Biases May Affect Your Client’s Perceptions During Negotiation*, Collaborative Law Section, DALLAS BAR ASSOCIATION, Jan. 2023.

Panelist, “*Ready or Not, the New UBE!*” SEALS, July 2022

Invited Member of National Committee, Content and Scope Committee, National Board of Law Examiners, for NEXTGEN BAR EXAMINATION (2021-2022)

Panelist, *2021 Ethics Symposium* sponsored by the Minority Participation Committee, DALLAS BAR ASSOCIATION, Oct. 8, 2021.

Invited Speaker, *Why We Should Make the First Move in Settlement Talks*, DALLAS BAR ASSOCIATION, Aug. 20, 2021.

Invited Speaker, *Where is the Caramel Sauce? Building a Better Community Program Through Integrative Bargaining*, presented to Research & Development Committee, Junior League of Dallas, Aug. 16, 2021.

Invited Speaker, *Essentials of Negotiation: Strategies that Transform the Conversation*, WORLD AFFAIRS COUNCIL OF DALLAS FORT WORTH, June 16, 2021

Invited Speaker, *Become a Better Negotiator: Getting Your Way while Getting Along*, JUNIOR LEAGUE OF DALLAS, Feb. 2021

Discussion Group Member, *Best Practices and Trends in Teaching ADR*, SEALS August 2020.

Speaker, *Getting Less Wrong: Understanding Cognitive Biases and Their Impact on Decision-Making*. INTERNATIONAL OMBUDSMEN ASSOCIATION Webinar, September 13, 2018.

Speaker, *Draggin' the Line: Cognitive Biases*, TEXAS ASSOCIATION OF DEFENSE COUNSEL Summer Seminar, July 26, 2018.

Speaker, *The Anchoring Effect: Draggin' the Line in Litigation and Negotiation*. COLLIN COUNTY BAR ASSOCIATION, Corporate Counsel Section (Jan. 11, 2018).

Panel Leader, Speaker, and Author, *Cognitive Biases in Negotiation: How to Play the "Brain Game"* presented at ASSOCIATION OF CORPORATE COUNSEL Annual Meeting on behalf of MERITAS LAW FIRMS WORLDWIDE, San Francisco, Oct. 2016.

Co-Panelist and Co-Author, *Psychological Biases Impacting Negotiation, Let's Talk: In House to In House* Series Webinar on behalf of DEFENSE RESEARCH INSTITUTE, July 2014.

Faculty, Trial Academy of the TEXAS ASSOCIATION OF DEFENSE COUNSEL.

Author and Speaker, *Ethical Considerations in Multiple Representations, Mass Settlement & Technology Use*. Presented at MEALEY'S Premises Liability Conference, San Francisco, 2003.

Author and Speaker, *New State Legislation and Decisions Affecting Tort Causes of Action*. Presented to the TEXAS INDEPENDENT INSURANCE ADJUSTERS ASSOCIATION, Dallas 1995.

Author and Speaker, *Review and Analysis of Tort Reform Bills before the Texas Legislature*. Presented to the NORTH DALLAS BAR ASSOCIATION, Dallas 1995.

### **PRIVATE PRACTICE EXPERIENCE SUMMARY**

I have over 35 years of experience as a trial attorney, concentrating in insurance defense,

personal injury and mass tort litigation. I led all phases of litigation, managed large dockets of complex matters for Fortune 500 companies, mid-sized clients and “Mom & Pop” shops. I participated in complex pre-trials and jury selection in Mass Tort cases, tried several cases to successful verdict, took and defended hundreds of depositions of fact witnesses and experts and argued at multiple hearings. I have also crafted and led numerous seminars for attorneys and clients on litigation strategies and questioning techniques. Finally, I served as Negotiation/Settlement Counsel and resolved thousands of matters at significant cost savings for my clients.

Cantey Hanger, LLP, Dallas Texas <http://www.canteyhanger.com/>  
Of Counsel, 2015-April 2022

Defense of insureds in mass tort litigation, including asbestos and talc matters, trucking case and serving in roles as National, Regional and Settlement. Work is part time as docket continues to wind down.

Forman Watkins Krutz, LLP, Dallas Texas <http://formanwatkins.com/>  
Partner, 2000-2015 (Office closed)

Specialized in products liability, mass tort, premises liability and general insurance defense litigation. Tried premises liability case to no liability defense verdict. Led trial team in multiple, complex pre-trials and participated in jury selection in mass tort matters.

Wilson Elser Moskowitz Edelman & Dicker, Dallas Texas  
Associate, 1998-Dec. 1999

Defended contractor Brown & Root in asbestos litigation.

Godwin Carlton (now Godwin PC), Dallas Texas  
Associate, 1995-1997

Defended equipment manufactures in asbestos litigation. Also defended insureds in automobile liability cases.

Calhoun Stacy, Dallas Texas  
Associate, 1993-1995

General Insurance defense, Subrogation and Worker’s Compensation litigation, including trial.

USF&G Insurance Company, Dallas Texas  
In-house Litigation Attorney, 1992-1993 (office closed)

General Insurance defense, Subrogation and Worker’s Compensation litigation.

Patterson Lamberty Walls & Stanford, Dallas Texas  
Associate, 1986-1991

General Insurance defense, Subrogation and Worker’s Compensation litigation, including trials.

United States Magistrate Judge Dan A. Naranjo, W. D. Texas, San Antonio Division  
Judicial Briefing Clerk, 1985

## **PROFESSIONAL HONORS & ASSOCIATIONS**

Fellow, Texas Bar Foundation

Board of Directors ADR Committee, Dallas Bar Association

ABA – Dispute Resolution Committee

Women Leaders in the Law - Martindale Hubbell®

Outstanding Young Lawyer of the Year, Dallas Young Lawyers Association

Preeminent Distinguished AV Peer Review Rating, Martindale Hubbell®, 2008 to present

## **PROFESSIONAL LICENSES**

Texas (1985), U.S. Federal District Courts (Texas), Northern, Eastern and Southern divisions.