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LITIGATION CONSULTING LLC

PATRICIA A. HASTINGS, PHD

PARTNER

Dr. Patricia Hastings has been involved in extensive research in the areas of social psychology and the law for over two decades. She received her PhD from the Psychology Program at York University in Toronto, Ontario, Canada. Dr. Hastings has specialized in the study of jury decision-making in both applied and academic settings. Her focus is identifying the decision process used by decision-makers (e.g., jurors, judges) in complex legal matters and applying that knowledge to assist clients in crafting strategic persuasive communications. Dr. Hastings also spends much of her time helping domestic and foreign witnesses to become more effective communicators during deposition and/or trial. She has provided trial consulting services in complex civil matters in areas such as patent, anti-trust, tort, contracts, employment, product liability, and malpractice. She has taught numerous courses in research methodology and statistics, and spoken at numerous conferences and seminars on jury persuasion issues.

EDUCATION

- Ph.D. (Applied Social Psychology); York University, Toronto, Ontario, Canada
- M.A. (Applied Social Psychology); York University, Toronto, Ontario, Canada
- B.A. (Psychology); University of Ottawa, Ottawa, Ontario, Canada
- B.S.S. (Criminology); University of Ottawa, Ottawa, Ontario, Canada

PRIOR EXPERIENCE

- Senior Consultant, R&D Strategic Solutions LLC, St. Petersburg, FL
- Senior Research Associate, DecisionQuest, Inc., Washington, DC
- Research Consultant, Self-Management Group; Toronto, Ontario, Canada
- Teaching Assistant (Basic and Intermediate Statistical Methods), York University; Toronto, Ontario, Canada
- Guest Lecturer (Social Psychology and the Law), York University; Toronto, Ontario, Canada

CONTACT INFORMATION

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SELECTED PUBLICATIONS AND PRESENTATIONS

"Faculty Member at National Trial Advocacy College at the University of Virginia School of Law," 38th Annual National Trial Advocacy College, Charlottesville, VA, January 4-6, 2019

"Faculty Member at National Trial Advocacy College at the University of Virginia School of Law," 37th Annual National Trial Advocacy College, Charlottesville, VA, January 5-7, 2018

"Faculty Member at National Trial Advocacy College at the University of Virginia School of Law," 36th Annual National Trial Advocacy College, Charlottesville, VA, January 6-8, 2017

"Private Jury Trials: Reality or Reality TV?", ABA Spring Antitrust Meeting, Washington DC; April 6, 2016

"Faculty Member at National Trial Advocacy College at the University of Virginia School of Law," 35th Annual National Trial Advocacy College, Charlottesville, VA, January 9-11, 2016

"Faculty Member at National Trial Advocacy College at the University of Virginia School of Law," 33rd Annual National Trial Advocacy College, Charlottesville, VA, January 4-6, 2014

"Faculty Member at National Trial Advocacy College at the University of Virginia School of Law," 32nd Annual National Trial Advocacy College, Charlottesville, VA, January 5-7, 2013

"Faculty Member at National Trial Advocacy College at the University of Virginia School of Law," 31st Annual National Trial Advocacy College, Charlottesville, VA, January 7-12, 2012

"Faculty Member at National Trial Advocacy College at the University of Virginia School of Law," 29th Annual National Trial Advocacy College, Charlottesville, VA, January 9-14, 2010

"Preparing and Protecting the Foreign Employee Deponent in Drug and Device Cases," Drug and Medical Device Seminar, New York, NY; May 14, 2009

"Faculty Member at National Trial Advocacy College at the University of Virginia School of Law," 28th Annual National Trial Advocacy College, Charlottesville VA, January 2-5, 2009

"Representing an Unpopular Party," BIO's Intellectual Property Counsels' Committee Fall Conference & Committee Meeting, Orlando, FL; October 22, 2008

"Courtroom Psychology," Dechert Summer Program at Dechert, Philadelphia, PA; June 26, 2008

"Preparation for Deposition and Trial Testimony," Trident Engineering Associates, Inc. 2008 Retreat, The Aspen Institute, Aspen Wye River, MD; June 13, 2008

"The Psychology of Courtroom Persuasion," In-house litigation section meeting at Finnegan, Henderson, Farabow, Garrett & Dunner, LLP, Washington DC; May 29, 2008

"Jurors' Attitudes in Antitrust Litigation," In-house conference held at Dechert LLP, Philadelphia, PA; April 17, 2007

"What Jurors Need to Hear in Every Pharmaceutical Case," In-house conference held at Dechert LLP, Philadelphia, PA; November 10, 2005

"What do Juries Really Think About American Corporations?," 2005 Corporate Legal Times SuperConference, Chicago, IL; June 22-23, 2005

"Effective Communication With Jurors," Alabama Defense Lawyers Association Summer Meeting, Destin, FL; June 2-5, 2005

"Jury Psychology in the Modern Courtroom," Northwest Montana Bar 'Beat the Deadline' CLE, Kalispell, MT; March 6, 2004

"Motive to Kill—Why Jurors Punish," The Texas General Counsel Forum, Austin-San Antonio Chapter, San Antonio, TX; February 7, 2003

"Jury Psychology in the Modern Courtroom," Mealey's Drug Litigation 101 Conference, Philadelphia, Pennsylvania; September 26, 2002

"Complainant Sexual History Evidence: Its Impact on Mock Jurors' Decisions," Schuller, R. A. and Hastings, P. A. Psychology of Women Quarterly; 2002

"Going to the Cave and Seeing the Beast: Jury Psychology in the Modern Courtroom," Hoffmann-La Roche 2002 Law Department Conference, Red Bank, New Jersey; June 13, 2002

"Misconceptions of Jury Persuasion," American Bar Association, Tort and Insurance Practice Section, 2002 National Trial Academy, University of Nevada–Reno, Nevada; April 21, 2002

"How the Industry has Worked Together: the Research, the Conclusions, the Development of the Worn Worker Story," National Association of Railroad Trial Counsel, The Cloister, Sea Island, Georgia; March 9, 2002

"Trial Graphics: What You Need to Consider," Hunton & Williams, Richmond, Virginia; July 17, 2001

"Use of Visuals, Electronic Brief, Demonstrative Technology, Videos & Mock Markman Hearing," How to Prepare and Conduct Markman Hearings, Practising Law Institute, New York, New York; July 16, 2001

"Bells & Whistles in the Courtroom: The Good, The Bad and The Ugly," American Bar Association Section of Litigation Annual Meeting, Phoenix, Arizona; May 11, 2001

"Trial Runs: What Juries Think of Employers," 2001 McGuireWoods Employment Law Seminar, Charlottesville, Virginia, March 13, 2001; and Richmond, Virginia; March 28, 2001

"The Psychology of Juror Persuasion and the Jury Decision Process," Lavin, Coleman, O'Neil, Ricci, Finarelli & Gray, January 17, 2001

"What You Don't Know About Your Jurors Can Hurt You," Hogan & Hartson, L.L.P., Labor & Employment: A Guide to Workplace Issues in the New Economy, Washington, D.C.; September 27, 2000

"The Psychology of Juror Persuasion," LeBoeuf, Lamb, Greene & MacRae, Washington, D.C.; June 26, 2000

Panelist, "Joint Inns of Court Meeting," New Orleans Bar Association and Tulane Law School; December 16, 2000

"The Science of Picking the Right Jury," Baton Rouge Bar Association Meeting, Point Clear, Alabama; April 23, 1999

"Understanding the Juror Decision Process: Building Persuasive Stories for Trial," Exxon Corporation, Houston, Texas; February 10, 1999

"The Trial Consultant: How to Get Your Message Across," Litigation Services Conference, South Texas College of Law Affiliated with Texas A&M University and the Litigation Services Section Members of the Texas Society of CPAs, Houston, Texas; November 19-20, 1998

"Battered Woman Syndrome and Other Psychological Effects of Domestic Violence Against Women," Schuller, R. A. and Hastings, P. A., Scientific Evidence Reference Manual; 1997

"The Impact of Defendant and Victim Intoxication on Jurors' Decisions in Trials of Sexual Assault," Annual Meeting of the American Psychological Association, Toronto, Ontario; August 1996

"Perceptions of Race and Crime in Ontario: Empirical Evidence from Toronto and Durham Region," Henry, F., Hastings, P. A., and Freer, B., Canadian Journal of Criminology; 1996

"What Do Disputants Want: Preferences for Third Party Resolution Procedures," Schuller, R. A. and Hastings, P. A., Canadian Journal of Behavioral Science; 1996

"Trials of Battered Women Who Kill: The Impact of Alternative Forms of Expert Testimony and Typicality of Behavior," Schuller, R. A. and Hastings, P. A., Law and Human Behavior; 1996

"Applications and Interpretations of Expert Testimony Pertaining to Battered Women," Annual Meeting of Law & Society, Toronto, Ontario; June 1995

"Expert Information Pertaining to Battered Women: An Examination of Mock Jurors' Thought Processes," Annual Meeting of the Canadian Psychological Association, Charlottetown, Prince Edward's Island; June 1995

"The Impact of Expert Information Pertaining to Battered Women: A Semi-Structured Interview with Mock Jurors," Annual Meeting of the Canadian Psychological Association, Penticton, British Columbia; June 1994

"Trials of Battered Women Who Kill: The Impact of Alternative Forms of Expert Testimony and Typicality of Behavior," Meeting of the American Psychology and Law Society, Santa Fe, New Mexico; April 1994