



# MAY 2023 REGIONAL MEETINGS

WEDNESDAY, MAY 3 - NOR CAL | THURSDAY, MAY 4 - SO CAL

6 PM EAT | 7 PM LISTEN

\$85 CalGeo Member\* | \$95 Non-member | \$25 Student\*\*

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EARLY REG PRICING ENDS APRIL 14



**AARON MANN, ESQ**  
General Counsel / Principal  
TERRACON

## ETHICAL STRATEGIES FOR AN IRRATIONAL WORLD

We've all heard of tricks of the eye before, but what about tricks of the mind? As much as we would like to believe that we are rational thinkers and we base our decisions on evidence alone, the reality is far more complicated.

This presentation will explore the tricks of the mind that affect all of us and threaten to mislead us daily. Whether being overly optimistic about a project's success, dismissing the risk to the public, or making poor choices to avoid a small loss, our most important decisions are often shaped by unrelated factors (including the time since we last ate). Though the effects may often be minor, they can lead to serious ethical lapses. At worst, they can lead to catastrophic results like the pedestrian bridge collapse at Florida International University or the Space Shuttle Challenger explosion, both of which we will explore Together, we will examine some of the mental shortcuts and illusions that are most commonly encountered by engineers. More importantly, we'll explore how to combat their impact in the workplace, and, hopefully, you will walk away thinking more critically about how you think.

*Aaron is a Principal with Terracon Consultants. He serves as their General Counsel overseeing risk management and litigation. For two decades, his law practice has focused on managing risk and resolving business disputes. Aaron regularly manages outside counsel acting on behalf of the company and works internally to troubleshoot project issues and avoid disputes before they escalate. He also handles internal investigations and helps implement Terracon's ethics program. He is a frequent presenter at past events hosted by ACEC, ACI, ASCE, GBA, NSPE, and others. Prior to joining Terracon in early 2016, Aaron was a partner at Husch Blackwell, an AmLaw 100 law firm, where his practice focused on commercial and cross-border litigation. While with Husch Blackwell, he spent four years in the firm's London office. His career began as a judicial clerk for a U.S. District Judge in Kansas City, Missouri. He earned his J.D. from Creighton University School of Law in 2001.*

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\* Government employees receive member pricing. Questions? Email [info@calgeo.org](mailto:info@calgeo.org). Registration includes tour, talk, dinner, and non-alcoholic drinks. Events with a drinks sponsor include at least one alcoholic drink. Registrations are transferrable but non-refundable.

\*\* First 10 students will have their registration fee refunded upon attendance. To qualify the student must pay upon registration and attend the event.