

University of Cincinnati College of Law, Center for Practice Presents:

**Decision Analysis for Lawyers I: Introducing the Basics
(August 21, 2008):**

**Decision Analysis for Lawyers II: Advancing Beyond Basics
(August 22, 2008)**

Faculty: Marjorie Corman Aaron, Professor of Clinical Law

What is fair settlement value? How can I help my client understand the risks involved in this case? How can I persuade the other side or an insurer that our settlement offer is reasonable, even if their argument has some merit?

Decision Analysis offers a way to map a lawyer's, client's, or neutral's judgments about what might happen, what the chances are, what results will flow from twists of fate along litigation or transactional paths, and thus, what might be reasonable negotiation proposals.

- The first workshop day will teach the basic “how tos” for legal practice, working with case problems and applying the method in client contexts.
- The second workshop day will teach participants to use the method for more complex legal problems, covering advanced applications such as sensitivity analysis, risk tolerance, measuring intangibles, and nuances in structuring that impact case preparation, strategy, and client response.

Workshop Faculty

Professor of Clinical Law Marjorie Corman Aaron teaches introductory and advanced decision analysis at the University of Cincinnati College of Law and directs the College of Law's Center for Practice. Professor Aaron has taught decision analysis courses at Hamline University School of Law and at North Carolina Central University School of Law and has conducted decision analysis workshops for the CPR Institute for Dispute Resolution, the ABA Section on Dispute Resolution as well as law firms and corporations. She has authored many articles and book chapters on decision analysis for lawyers and mediators. Professor Aaron is also an experienced mediator, originally with Endispute, Inc. (now JAMS) in Boston, and, since 1998, in private mediation practice in Cincinnati. A graduate of Princeton University and Harvard Law School, Professor Aaron practiced civil and criminal litigation in Boston before entering the field of dispute resolution. She served as Executive Director of The Program on Negotiation at Harvard Law School before joining the faculty at the College of Law.

If you have any questions about the workshop content, please email Professor Aaron at marjorie.aaron@uc.edu or call (513) 556-0114. For information about workshop logistics, please contact Lori Strait at lori.strait@uc.edu or (513) 556-0117 before August 1st or Toni McGuire at toni.mcguire@uc.edu or (513) 556-0090, after August 1st.