

ADVANCED DECISION ANALYSIS

TEACHER: Marjorie Aaron

CREDITS: 1 cr.hr.

PRIMARY BASIS FOR GRADE: Class participation and a 5-7 page paper including a decision analysis tree and a report to a client.

PREREQUISITES: 3L students who have taken Client Counseling, which includes an introduction to Decision Analysis, will convene as an all day (9:00 – 4:30) workshop on Friday, August 22. Students who have not completed Client Counseling (due to participation in OIP or Intensive Practical Lawyering), will be admitted to the Advanced course only if they complete the first workshop day – Thursday, August 21 – which constitutes an introduction to decision analysis. Students who have completed Client Counseling, but would like a refresher, are also welcome to join the August 21 workshop.

ENROLLMENT: open

TYPE OF COURSE: Workshop and four two-hour meeting times during September.

COURSE DESCRIPTION: This course builds on the introduction to decision analysis in Client Counseling and will enable students to master its application in complex legal problems, where attorneys use decision analysis to think through litigation management and settlement as well as corporate transactional strategies. It will cover the following topics: issue mapping, methods for estimating probabilities, sensitivity analysis, working with outcome distributions, utility analysis, risk aversion and risk tolerance, and valuing intangibles. Students will practice using decision analysis for communicating with opposing counsel and clients, and as internal “consultants” for other attorneys in the law firm.

(This course will operate in conjunction with a Decision Analysis CLE workshop offered to practicing lawyers, on August 21 and August 22. Lawyers may attend the first (introductory) day only, or continue onto the second day of more complex material **which is the beginning of our Advanced Decision Analysis course**).