

ROLE OF LAWYERS

1. Advise clients of the law that applies to their circumstances.
2. Guide clients through a process of effective conflict resolution using interest-based negotiation.
3. Establish a safe environment for negotiation.
4. Model for clients a commitment to honesty, mutual respect, and dignified behaviour.
5. Model the ability to hear and understand (active listening) what is important to the other side so that the interests of both are promoted.
6. Help clients communicate effectively.
7. Use clear, neutral language in speaking and writing.
8. Coordinate with other lawyer regarding ground rules, agenda development, and creation of a positive process.
9. Get to know own client and establish rapport.
10. Get to know the other party and establish rapport.
11. Help identify facts, issues, interests of both sides.
12. Cooperate to provide all important information and full disclosure.
13. Help develop the widest range of possible choices.
14. Represent own client's interests and choices while validating the other party's interests and choices.
15. Assist parties to analyze consequences of possible choices and competing values.
16. Respect choices made by the parties, even if they are choices different than the law may provide.

17. Bring stability and reason to emotionally charged situations.
18. Pre-empt crises.
19. Be committed to finding effective ways to assist parties to reach agreement and overcome impasses (i.e. mediation, neutral experts, neutral lawyers to provide a third opinion).
20. Remain committed to settlement and refrain from using adversarial techniques, tactics, or threats.