

AUT. SUPP.

ATTORNEY QUALITIES AND EFFECTIVENESS

44 Family Ct. Review 612 (2006)

PROBLEM SOLVERS

ADVERSARIALS

OPEN (P.S.)

CAUTIOUS (P.S.)

ETHICAL

UNETHICAL

**Shared Qualities/
Behaviors**

Honest. Courteous
No derogatory comments/offensive tactics.
Zealous for client interest, within limits.

Extreme position, unrealistic demands.
No interest in other client's needs.
Aggressive. Arrogant. Irritating.

**Other Qualities/
Behaviors**

Friendly.
Reasonable.
Cooperative.
Prepared.
Forthright/Sincere.
Trusting.
Seeking mutual
benefit.

Interested in (his)
client's needs.
Prepared.
Trustworthy.

Unconcerned with
other lawyer's needs.
Zero sum-mentality.
Greedy. Rigid.
Deceptive. Insincere.
Unreasonable.
Inaccurate view of case.
Narrow view, single
conception and
solution
Inflicted needless harm.

↓ A. Supp.

Effective

72%

24%

16%

2.6%

Ineffective

1.3%

12%

40%

75%

**Net Effective
(a-b)**

71%

12%

-24%

-72%

**Predicted
Well Being**

High: High integrity, authenticity, self esteem,
relatedness.
Intrinsic, cooperative, values.

Low: Low integrity, authenticity, self esteem,
relatedness.
Extrinsic/competitive values.