



# Beyond Right and Wrong: The Power of Effective Decision Making for Attorneys and Clients

By Randall Kiser

Download now

Read Online ➔

## Beyond Right and Wrong: The Power of Effective Decision Making for Attorneys and Clients By Randall Kiser

Let us endeavor to see things as they are, and then enquire whether we ought to complain. Whether to see life as it is, will give us much consolation, I know not; but the consolation which is drawn from truth if any there be, is solid and durable: that which may be derived from error, must be, like its original, fallacious and fugitive. Samuel Johnson, Letter to Bennet Langton (1758)

Attorneys and clients make hundreds of decisions in every litigation case. From initially deciding which attorney to retain to deciding which witnesses to call at trial, from deciding whether to file a complaint to deciding whether to appeal a verdict, attorneys and clients make multiple, critical decisions about strategies, costs, arguments, valuations, evidence and negotiations. Once made, these decisions are scrutinized by an opponent intent on exploiting the consequences of any mistake. In this intense and adversarial arena, decision-making errors often are transparent, irreversible and dispositive, wielding the power to bankrupt clients and dissolve law firms. Although attorneys and clients may regard sound decision making as incidental to effective lawyering, sound decision making actually is the essence of effective lawyering. An attorney's knowledge, intelligence and experience are inert resources until the attorney decides how to deploy those skills to serve the client's interests. Those decisions, in turn, largely determine a case's course and outcome.

📄 [Download Beyond Right and Wrong: The Power of Effective Decision Making for Attorneys and Clients.pdf](#)

📖 [Read Online Beyond Right and Wrong: The Power of Effective Decision Making for Attorneys and Clients.pdf](#)

# Beyond Right and Wrong: The Power of Effective Decision Making for Attorneys and Clients

*By Randall Kiser*

**Beyond Right and Wrong: The Power of Effective Decision Making for Attorneys and Clients** By Randall Kiser

Let us endeavor to see things as they are, and then enquire whether we ought to complain. Whether to see life as it is, will give us much consolation, I know not; but the consolation which is drawn from truth if any there be, is solid and durable: that which may be derived from error, must be, like its original, fallacious and fugitive. Samuel Johnson, Letter to Bennet Langton (1758) Attorneys and clients make hundreds of decisions in every litigation case. From initially deciding which attorney to retain to deciding which witnesses to call at trial, from deciding whether to file a complaint to deciding whether to appeal a verdict, attorneys and clients make multiple, critical decisions about strategies, costs, arguments, valuations, evidence and negotiations. Once made, these decisions are scrutinized by an opponent intent on exploiting the consequences of any mistake. In this intense and adversarial arena, decision-making errors often are transparent, irreversible and dispositive, wielding the power to bankrupt clients and dissolve law firms. Although attorneys and clients may regard sound decision making as incidental to effective lawyering, sound decision making actually is the essence of effective lawyering. An attorney's knowledge, intelligence and experience are inert resources until the attorney decides how to deploy those skills to serve the client's interests. Those decisions, in turn, largely determine a case's course and outcome.

**Beyond Right and Wrong: The Power of Effective Decision Making for Attorneys and Clients** By Randall Kiser Bibliography

- Sales Rank: #2036979 in Books
- Brand: Brand: Springer
- Published on: 2010-01-22
- Original language: English
- Number of items: 1
- Dimensions: 6.14" h x 1.00" w x 9.21" l, 1.80 pounds
- Binding: Hardcover
- 444 pages

 [Download Beyond Right and Wrong: The Power of Effective Dec ...pdf](#)

 [Read Online Beyond Right and Wrong: The Power of Effective D ...pdf](#)

## **Download and Read Free Online Beyond Right and Wrong: The Power of Effective Decision Making for Attorneys and Clients By Randall Kiser**

---

### **Editorial Review**

#### Review

From the book reviews:

“Multiple research studies show that litigators are human and, as such, are subject to a whole host of biases and pressures imposed on them by their roles as advocates, client managers and strategists. A thick volume by Randall Kiser called "Beyond Right and Wrong" provides a great review of many of these studies and ... would be an interesting read for many litigators and litigation managers.” (Galina Davidoff and Wendy L. Hufford, [thelegalintelligencer.com](http://thelegalintelligencer.com), January, 2015)

“In the book, Mr. Kiser discusses various factors that might contribute to the poor quality of lawyers’ decisions. ... it’s worth noting that the book is very well-written. Mr. Kiser has all of the statistical data and a command of the math, but has presented the topic in a very readable and entertaining style.” (Stephen Cavanagh, [Amazon.com](http://Amazon.com), November, 2011)

“A book aimed at lawyers and law students to help them see the problem of bad decision making and learn ways to improve it. ... It should be of interest for professional responsibility as well as trial practice and alternative dispute resolution.” (Mary Whisner, Trial Ad (and other) Notes, [trialadnotes.blogspot.de](http://trialadnotes.blogspot.de), June, 2010)

“... this tome should be near at hand in the office of every lawyer engaged in predicting litigation outcomes.... Anyone with sufficient interest in this subject, particularly attorneys, should buy the book and keep it, if not on their night-stands, at least on their desks.” (Negotiationlawblog.com, February, 2010)

“This is an important book. ... Everyone associated with litigation--lawyers, business executives, law professors--should read this book. ... it provides a useful summary of the results of 35 years of research by psychologists and economists in the judgment and decision making field ... . Beyond Right and Wrong will make its way as professors adopt it for use in law and business school courses and as corporate legal departments discover its value in reducing the cost of litigation.” (Michael Palmer, [Amazon.com](http://Amazon.com), February, 2010)

#### Review

“As part of the learning process, I highly recommend you obtain and read: R. Kiser, “Beyond Right and Wrong: The Power of Effective Decision Making for Attorneys, and Clients,” Springer Science+Business Media, [www.springer.com](http://www.springer.com) (2010) ...” Guy Kornblum, <http://resolutionadvocate.blogspot.com/2010/08/more-on-case-for-mediation.html>

#### About the Author

Randall Kiser is the principal analyst at DecisionSet®, a decision services and professional development company in Palo Alto, California. Mr. Kiser, a decision analyst and an attorney, has worked closely with litigants, insurers and attorneys in assessing risks, evaluating litigation alternatives and improving individual

and organizational decision-making skills. He is the author of *How Leading Lawyers Think* (Springer, 2011) and the lead author of the widely read article, "Let's Not Make A Deal: An Empirical Study Of Decision Making In Unsuccessful Settlement Negotiations" (Journal of Empirical Legal Studies, Vol. 5, No. 3, September 2008). Mr. Kiser received his law degree in 1978 from the University of California, Berkeley (Boalt Hall), and obtained his undergraduate degree in 1975 from the University of California, Davis (Highest Honors). His legal education is complemented by the award in 2002 of a certificate in leadership from the Peter F. Drucker Graduate School of Management, Claremont Graduate University.

## **Users Review**

### **From reader reviews:**

#### **Clarice Johnson:**

This book untitled *Beyond Right and Wrong: The Power of Effective Decision Making for Attorneys and Clients* to be one of several books this best seller in this year, here is because when you read this book you can get a lot of benefit upon it. You will easily to buy this kind of book in the book retailer or you can order it by way of online. The publisher of the book sells the e-book too. It makes you quickly to read this book, since you can read this book in your Smart phone. So there is no reason to you personally to past this reserve from your list.

#### **Mildred Kelly:**

Spent a free time for you to be fun activity to complete! A lot of people spent their leisure time with their family, or their own friends. Usually they accomplishing activity like watching television, likely to beach, or picnic within the park. They actually doing same thing every week. Do you feel it? Do you want to something different to fill your free time/ holiday? Could possibly be reading a book could be option to fill your free of charge time/ holiday. The first thing you ask may be what kinds of publication that you should read. If you want to attempt look for book, may be the guide untitled *Beyond Right and Wrong: The Power of Effective Decision Making for Attorneys and Clients* can be excellent book to read. May be it can be best activity to you.

#### **Angela Yoder:**

This *Beyond Right and Wrong: The Power of Effective Decision Making for Attorneys and Clients* is new way for you who has intense curiosity to look for some information since it relief your hunger details. Getting deeper you upon it getting knowledge more you know or else you who still having tiny amount of digest in reading this *Beyond Right and Wrong: The Power of Effective Decision Making for Attorneys and Clients* can be the light food for yourself because the information inside this kind of book is easy to get simply by anyone. These books develop itself in the form which is reachable by anyone, yes I mean in the e-book application form. People who think that in publication form make them feel sleepy even dizzy this e-book is the answer. So there is absolutely no in reading a reserve especially this one. You can find what you are looking for. It should be here for anyone. So , don't miss that! Just read this e-book style for your better life in addition to knowledge.

**Judy Sigmund:**

That e-book can make you to feel relax. That book Beyond Right and Wrong: The Power of Effective Decision Making for Attorneys and Clients was multi-colored and of course has pictures on the website. As we know that book Beyond Right and Wrong: The Power of Effective Decision Making for Attorneys and Clients has many kinds or category. Start from kids until youngsters. For example Naruto or Detective Conan you can read and think that you are the character on there. Therefore , not at all of book tend to be make you bored, any it makes you feel happy, fun and rest. Try to choose the best book for you and try to like reading this.

**Download and Read Online Beyond Right and Wrong: The Power of Effective Decision Making for Attorneys and Clients By Randall Kiser #6K9WO57AIYJ**

# **Read Beyond Right and Wrong: The Power of Effective Decision Making for Attorneys and Clients By Randall Kiser for online ebook**

Beyond Right and Wrong: The Power of Effective Decision Making for Attorneys and Clients By Randall Kiser Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read Beyond Right and Wrong: The Power of Effective Decision Making for Attorneys and Clients By Randall Kiser books to read online.

## **Online Beyond Right and Wrong: The Power of Effective Decision Making for Attorneys and Clients By Randall Kiser ebook PDF download**

**Beyond Right and Wrong: The Power of Effective Decision Making for Attorneys and Clients By Randall Kiser Doc**

**Beyond Right and Wrong: The Power of Effective Decision Making for Attorneys and Clients By Randall Kiser Mobipocket**

**Beyond Right and Wrong: The Power of Effective Decision Making for Attorneys and Clients By Randall Kiser EPub**

**6K9WO57AIYJ: Beyond Right and Wrong: The Power of Effective Decision Making for Attorneys and Clients By Randall Kiser**