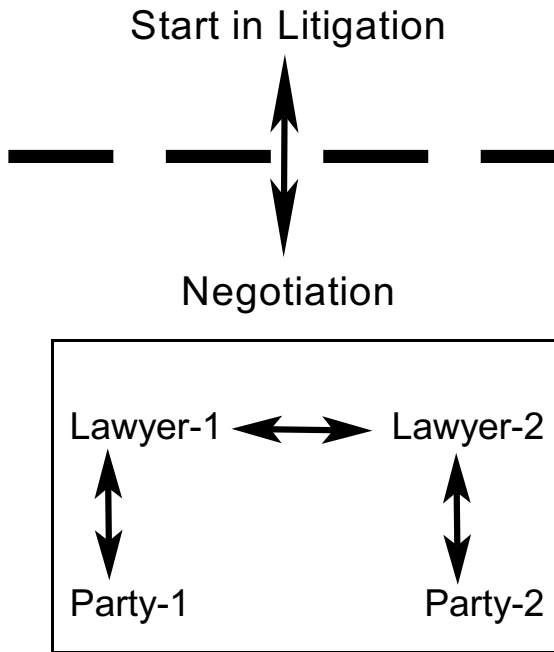


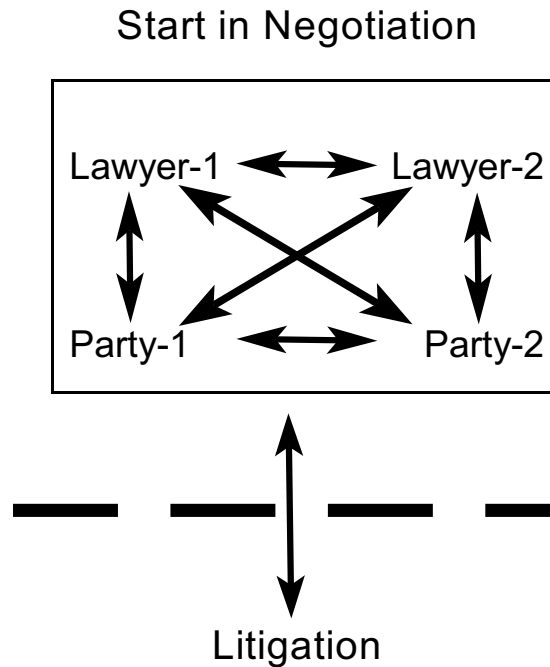
Negotiation in Litigation, Cooperative, and Collaborative Models of Lawyering

The following charts represent general patterns of negotiation in three models of lawyering. In practice, there are variations in each model. “Big-C” refers to formal, planned models of lawyering as opposed to (“small-c”) informal, *ad hoc* models. In litigation, parties may or may not negotiate. In Cooperative and Collaborative models, parties may or may not litigate.

Litigation Model



Big-C Cooperative Model



Big-C Collaborative Model

