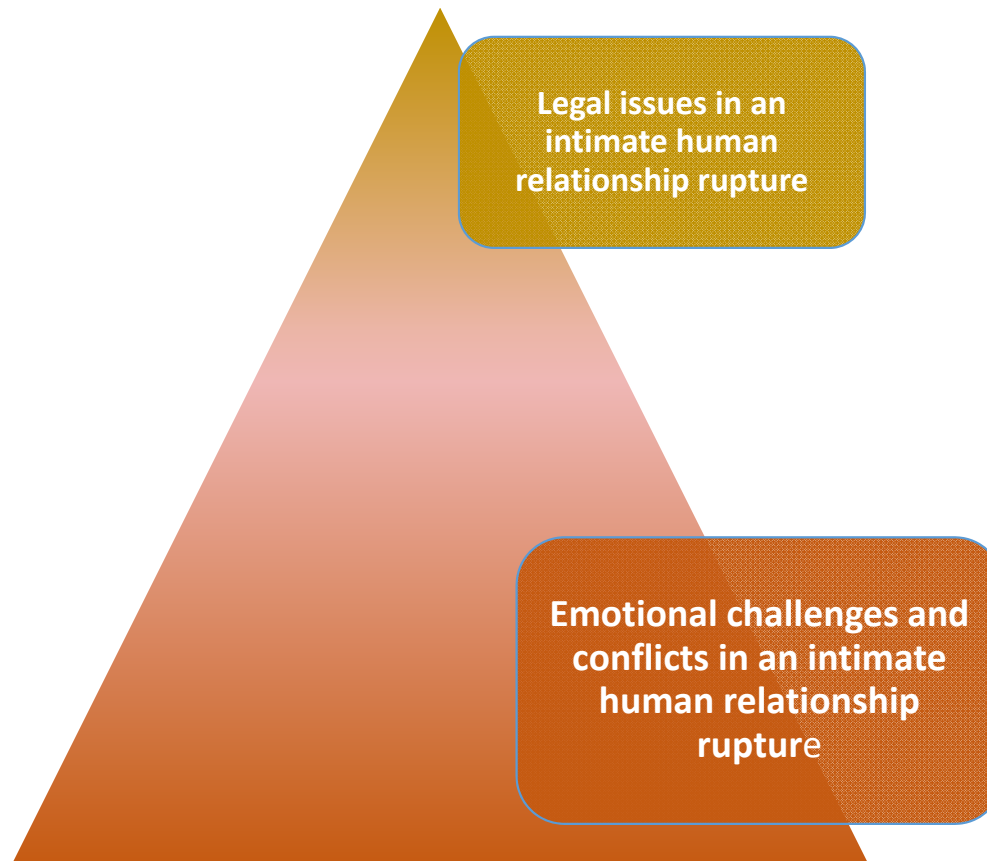
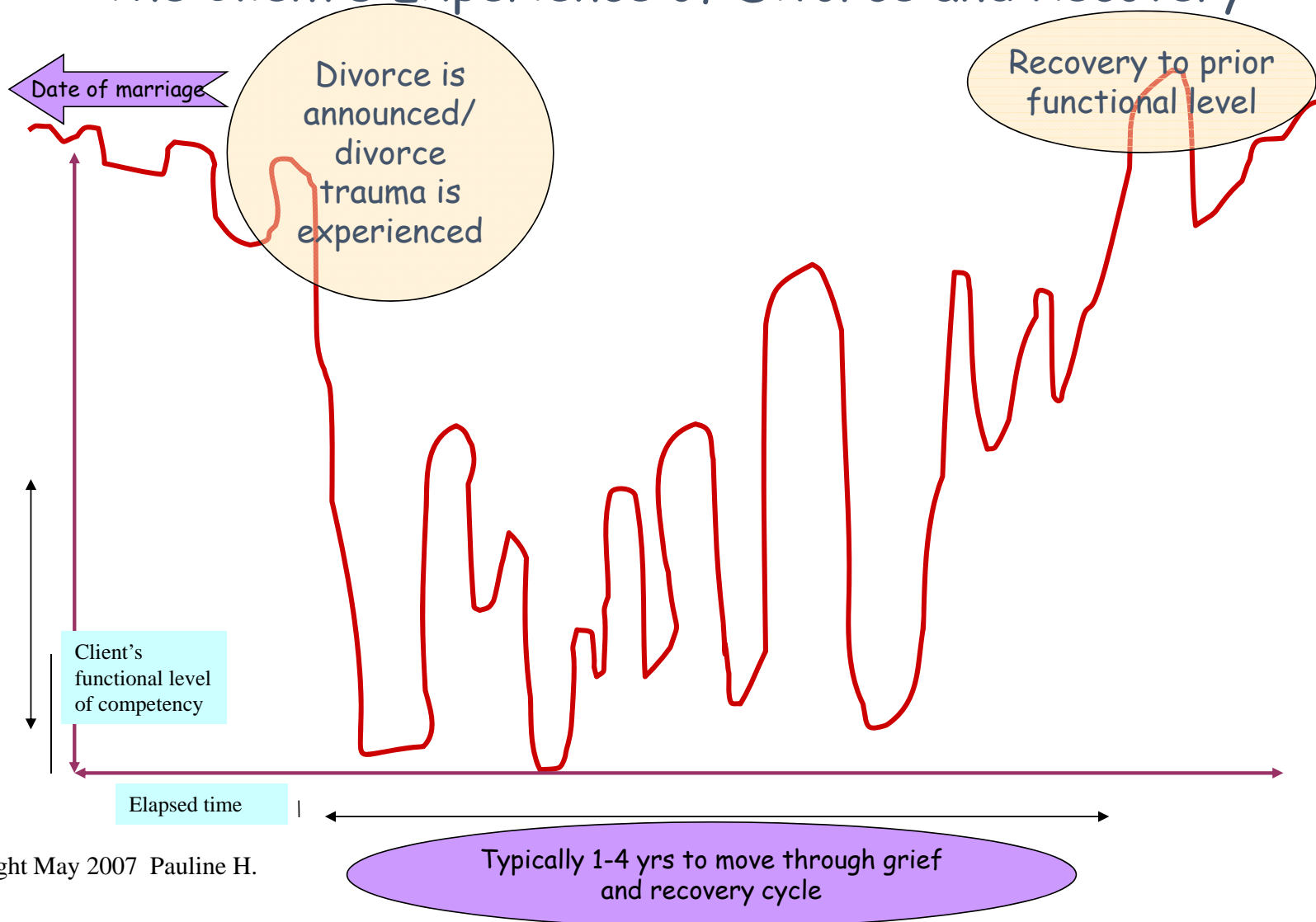


# The Tip of the Iceberg

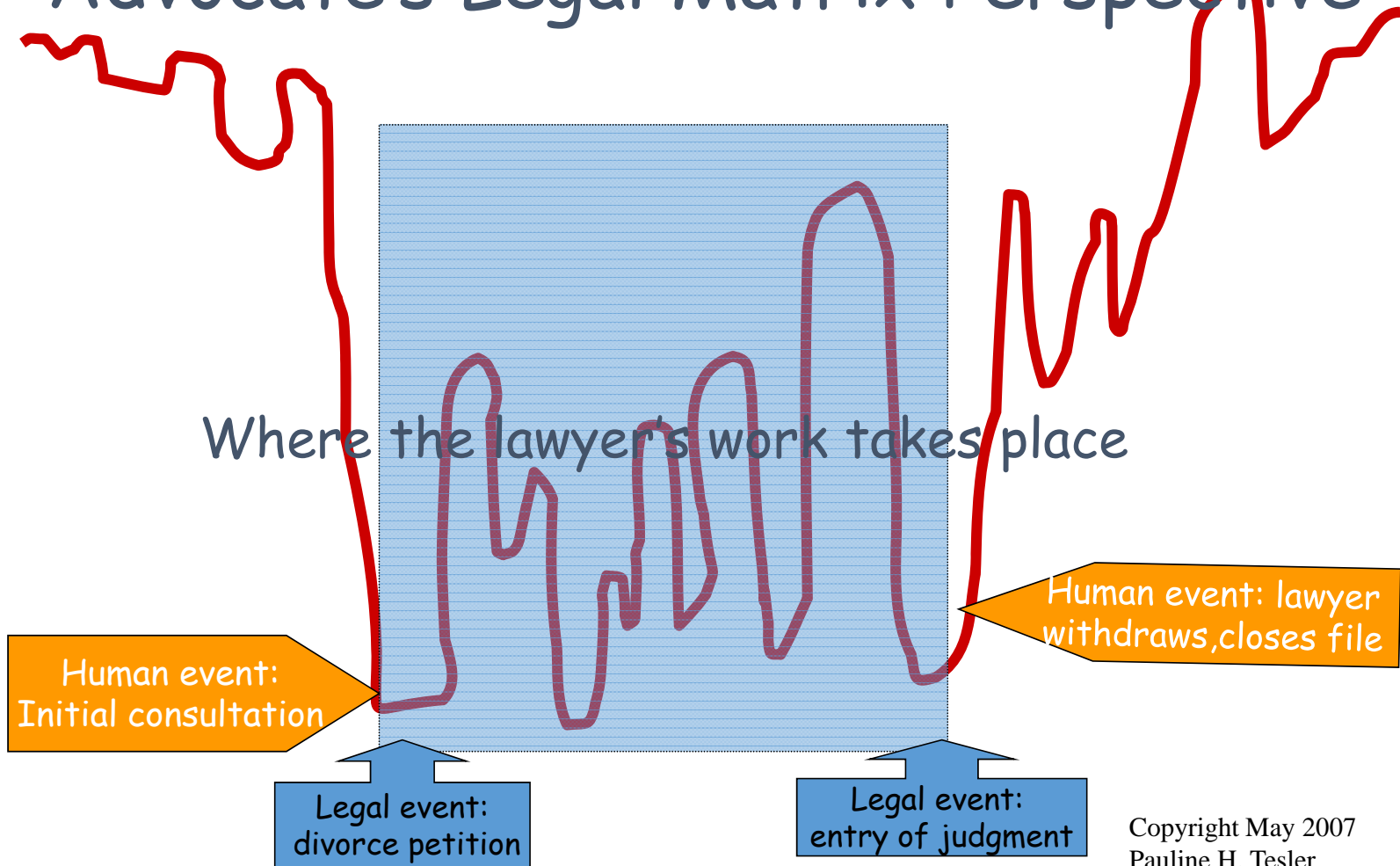


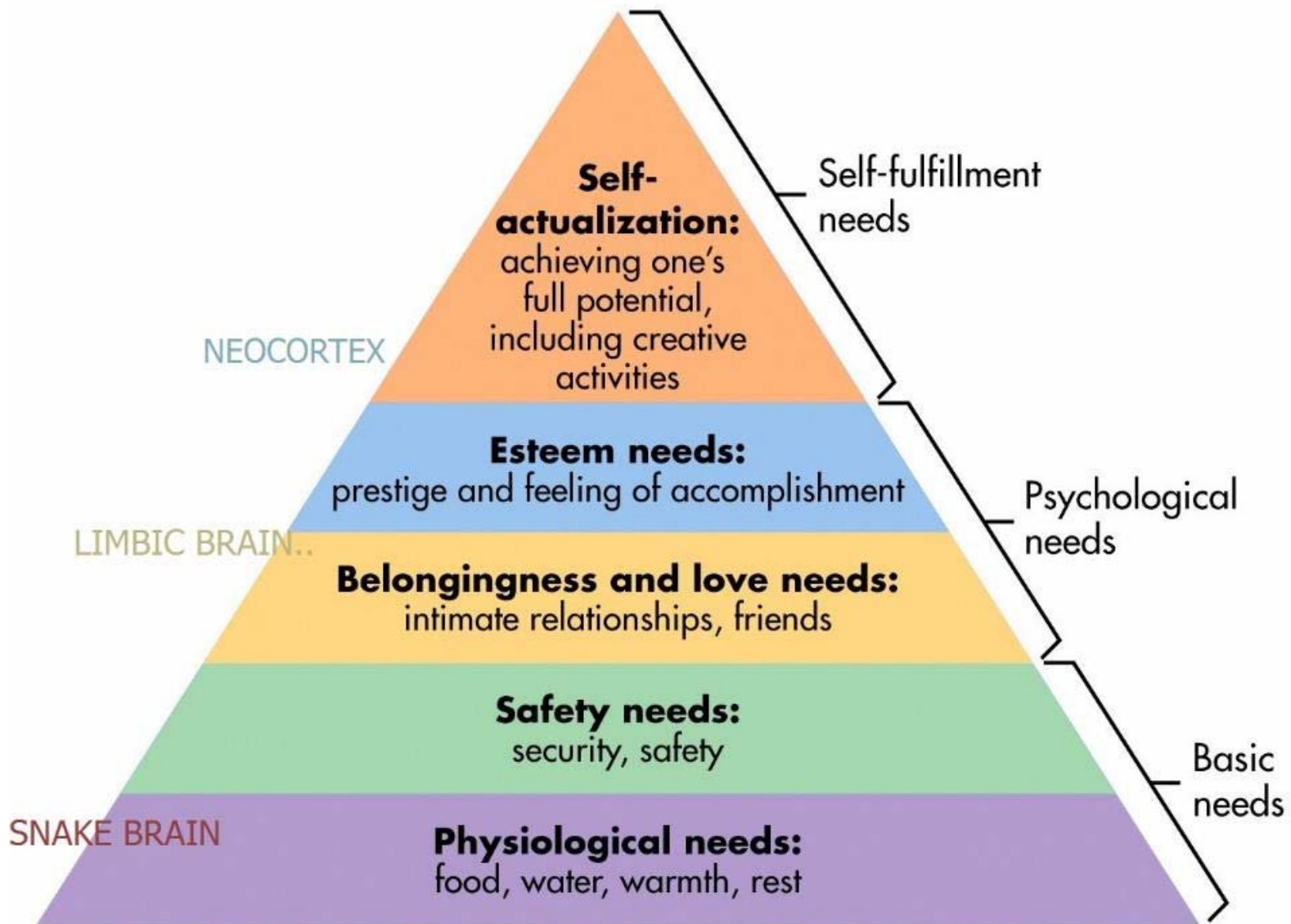
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Pauline H. Tesler

# The Client's Experience of Divorce and Recovery

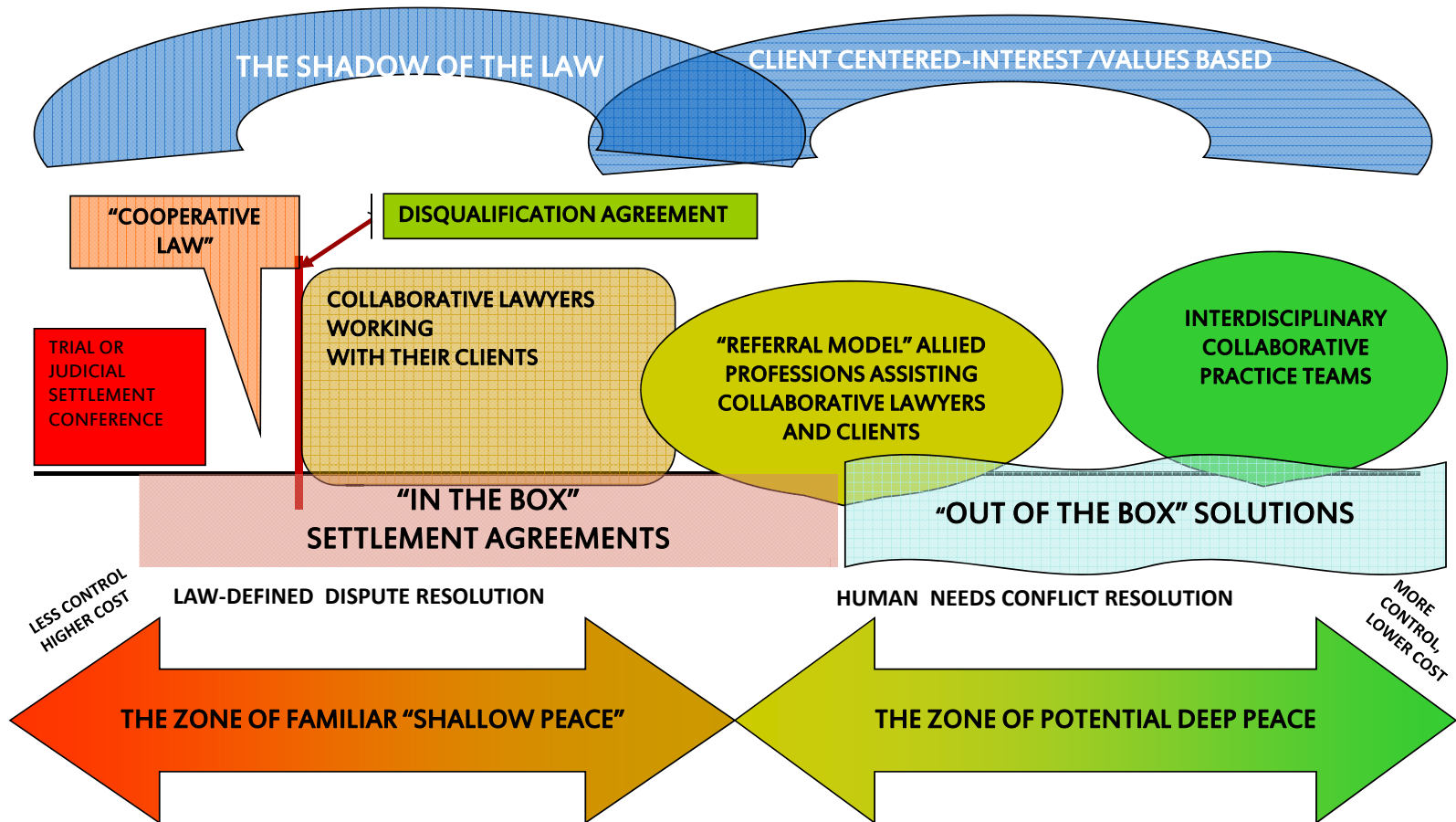


# The Legal Divorce/The Conventional Advocate's Legal Matrix Perspective





# THE COLLABORATIVE CONFLICT RESOLUTION SPECTRUM AND THE SHADOW OF THE LAW



# Hopes, fears, and golden apples

- Ask open-ended, curious questions to achieve the following goals
  - Meet ethical obligations re informed consent while expressing your own commitment to CP in values-based terms
  - Screen: is this a collaborative client? A collaborative case?
  - Always be answering the implicit question: What's in it for me?
  - Educate client in ways that normalize emotions and give permission to aspire high
  - Lay down process anchors, using the "hopes and fears" technique
- Listen to the answers
- Use the answers as your armature for education about collaborative practice, using the “what’s in it for me” technique