Litigation Risk Analysis™:
Why Companies Use Decision Tree Analysis to Value Lawsuits
… and How TreeAge Pro Makes It Easy

I. Introduction

What is Litigation Risk Analysis^{TM} and why is it necessary? Participate in group demonstrations of why the approach currently used by most attorneys to value lawsuits can produce bad results.

II. Capturing the Key Uncertainties in Your Case

How do you sort out all the issues – pretrial and trial, legal and factual, liability and damages, judge and jury?

- Learn about *dependency (aka influence) diagrams* to better identify the key issues in a lawsuit, their interrelationships and their consequences – and learn how to build them using TreeAge Pro.
- Then learn how to convert dependency diagrams to *decision trees (sub-issue trees* and *main trees)* – first in concept, then with TreeAge Pro – all to facilitate a better quantitative valuation of your lawsuit.

III. Quantifying Your Subjective Opinions

What hidden "anchors" can unknowingly distort every lawyer's judgment?

- Learn how to assess more realistic *probabilities* of success in front of judge or jury and more realistic *verdict ranges*.
- And learn about the TreeAge Pro features that help you to do so.

IV. Solving for the Value of Your Case

How should you combine your various assessments on all the liability and damages issues to arrive at a fair settlement value for your case?

- We will discuss the underlying arithmetic concepts used in solving both sub-issue trees and main trees, and see how TreeAge Pro calculates the *expected value* (i.e., probability-weighted average value) of litigating.
- We will also discuss the impact on settlement strategy of litigation costs, and of the client's willingness to take risk. To assist with the latter, you will learn to use TreeAge Pro to generate a *bar chart* showing the full range of potential outcomes and their corresponding probabilities of occurring.