

## Learning Objectives

By the end of this training, I will be able to:

1. **Compare** and **contrast** the different process options available for couples seeking a divorce and practice explaining them to a prospective client.
2. **Observe and practice** portions of an initial client meeting with a prospective client that focuses on identifying the underlying interests, goals and concerns of the client rather than a purely rights-based approach.
3. **Compare and differentiate between** traditional positional negotiations and interest-based negotiations.
4. **Utilize** questioning and paraphrasing skills that allow me to “mine” for the underlying interests, goals and concerns of disputants and to “peel the artichoke” by moving persons from positional to interest-based thinking.
5. **Identify and analyze** the process anchors of Collaborative Practice.
6. **Identify** the roles and tasks of the Collaborative Professionals and **distinguish** those roles and tasks and where they overlap.
7. **Explain and experience** how all three aspects of divorce (Legal, Financial, and Emotional) occur simultaneously, are intertwined, and affect each other.
8. **Describe, create and maintain** a “safe container” for the divorcing couple.
9. **Analyze** the stages of the Collaborative Practice model (information-gathering, brainstorming, evaluation) after discerning the hopes, goals and concerns of the couple.
10. **Identify and apply** techniques for the option generating (brainstorming) and evaluation phases of Collaborative Practice.
11. **Identify, experience and address** “triggers” within the process and how to embrace **conflict** as an opportunity for resolution.
12. **Recognize, assess and explain** the role of the law in the Collaborative Practice process.
13. **Analyze** the ethical basis for Collaborative Practice.
14. **Analyze** the Collaborative Participation Agreement and **experience** its critical importance to creating the safe container of Collaborative Practice.
15. With my own core values, **plan** ways to **use** Collaborative Practice concepts in my current practice.
16. **Identify** the role of practice groups, state and international Collaborative Practice organizations and **discern** their importance in starting and maintaining a vibrant Collaborative Practice in my area.
17. **Create** my profile statement describing my vision/mission as a Collaborative professional.
18. **Create and practice** an “elevator speech” to allow me to quickly explain the attractiveness of Collaborative Practice.
19. **Create** a brief action plan for taking the next steps into the world of Collaborative Practice.