

KEYNOTE PRESENTATION: ABSTRACT
Title: DIALOGUE & COLLABORATIVE PRACTICE

From negotiation to dialogue:

Lawyers and other professionals seeking to navigate the increasing complexity of 21st Century dispute resolution need new capacities in order to assist effective decision-making that benefits both short and long-term client objectives.

This presentation focuses on Dialogue and the ongoing research at a frontier of practice established by the Dialogue Project at the Massachusetts Institute of Technology in Boston. The presentation will apply an understanding of Dialogue to the practice of Collaborative Law.

The presentation will define Dialogue as a specific practice and orientation and describe structures of Dialogue. It will show how the underlying structure of a conversation can prescribe the results possible and indicate model by which to read and change those structures, and thus greatly shift results.

The presentation will also examine the distinction between thinking-alone and thinking-together as it applies to collaborative conversations. Dialogue is the art of thinking together in conversation and is a foundation for effective collaboration. Dialogic skills assist professionals genuinely think together as they problem-solve and advance client interests.