

STANDARD INTERESTS

- To be “made whole”
- To put the matter to rest
- To avoid costs (time and money) of litigation
- To avoid stress and protect health
- To have harm acknowledged (apology)
- To protect and preserve reputation
- To establish precedent
- To punish
- To be vindicated (proven right!)
- To save face
- To save time
- To honor values of fairness and justice

CLASSIC STORY OF THE ORANGE

As the story goes, two children are fighting over the last orange in the house and take their dispute to a parent. The parent, instead of cutting the orange in half and giving each child half, asks the first child what she wants to do with the orange. She says she is hungry and wants to eat the orange. The same inquiry to the other child gets the response that she is making a cake and needs the peel. Soon the integrative solution emerges of peeling the orange, giving the meat to the one who is hungry and the peel to the one who wants to bake a cake.