

ABOUT ORIGINS, SOURCES, AND REFERENCES

I hereby confess that only after I began teaching decision tree analysis, first to professional audiences through the CPR Institute for Conflict Resolution and Prevention and at the University of Cincinnati College of Law (with a few gigs in between), did I consult some of the original and growing literature on decision tree analysis beyond Marc Victor's excellent writings.

If this text attempted to include citations for every aspect of the method described, the reader would drown in footnotes. The truth is that decision analysis is not new. A celebration of the "Golden Anniversary of Decision Analysis," dated the field's origin to 1964 and attributes it to two professors: Howard Raiffa from Harvard, who made great advances in applying statistical decision theory to real-world problems, and Ronald Howard from Stanford (then on Sabbatical from MIT), who created an engineering approach to complex decision problems and called it "Decision Analysis." (See the archived blog article and interview at www.smartorg.com/golden-anniversary-decision-analysis-raiffa-howard-award-organizational-decision-quality/.)

Many, many texts and articles on decision analysis have followed, and many of these include attention to the subtopic of decision trees and litigation risk analysis. I have not attempted to list all of them here. Instead, this reference list includes books and articles I have found useful that generally inform what is written here. By way of further resources for the reader, it also includes some articles that broaden or deepen certain aspects of the use of decision tree analysis in legal practice.

Within the main text, I have included footnotes only for highly specific ideas or research findings attributable to particular book chapters and articles.

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