

**Client Interviewing and Counseling  
A Selective Bibliography**

Compiled by Cheryl O'Connor  
University of Wisconsin-Madison Law Library  
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<http://library.law.wisc.edu/cgi-bin/wp2html?interview.wpd>

<a href="#">I. Treatises</a>	<a href="#">II. Journal Articles</a>	<a href="#">III. Video Cassettes</a>
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**I. Treatises**

American Bar Association. *The Legal Beauty Contest: Recommendations and Proposed Guidelines for Preliminary Interviews Between Attorneys and Prospective Clients*. Chicago, IL: American Bar Association, 1996.

**Location: KF/311/Z9/L43/1996**

Bastress, Robert M. *Interviewing Counseling and Negotiating: Skills for Effective Representation*. Boston, MA: Little, Brown, 1990.

**Location: Reserve Collection KF/311/B38/1990**

Binder, David A. *Legal Interviewing and Counseling: A Client-Centered Approach*. St. Paul, MN: West Publishing Co., 1977.

**Location: KF/311/B5**

Cochran, Robert F. *The Counselor-At-Law: A collaborative Approach to Client Interviewing and Counseling*. New York, NY: Lexis Publishing, 1999.

**Location: KF/311/C63**

Herman, G. Nicholas. *Legal Counseling and Negotiating: A Practical Approach*. Newark, NJ: LexisNexis, 2001.

**Location: KF/311/H465/2000**

Krieger, Stefan H. and Neumann, Richard K. *Essential Lawyering Skills: Interviewing, Counseling, Negotiation, and Persuasive Fact Analysis*. 2<sup>nd</sup> ed. New York: Aspen Publishers, 2003.

**Location: KF/300/E87/2003**

Lisnek, Paul Michael. *Effective Client Communication: A Lawyer's Handbook for Interviewing and Counseling*. St. Paul, MN: West Publishing Co., 1992.

**Location: KF/311/L57/1992**

Macaulay, Stewart. *Lawyer - Client Interaction: Who Cares and How Do We Find Out What We Want to Know?* Madison, WI: Disputes Processing Research Program, University of Wisconsin - Madison Law School, 1984.

**Location: KF/311/Z9/M32/1984**

Nelson, Noelle C. *Connecting With Your Client: Success Through Improved Client Communications Techniques*. Chicago, IL: American Bar Association, 1996.

**Location: KF/311/Z9/N45/1996**

Schoenfield, Mark K. *Interviewing and Counseling*. Philadelphia, PA: American Law Institute-American Bar Association Committee on Continuing Professional Education, 1981.

**Location: KF/311/S36**

Shaffer, Thomas L., James R. Elkins. *Legal Interviewing and Counseling in a Nutshell*. 4th ed. St. Paul, MN: Thomson / West, 2005.

**Location: Reserve Collection KF/311/S5/2005**

Twist, Helena. *Effective Interviewing*. London: Blackstone Press, 1992.

**Location: K/120/T95/1992**

## **II. Journal Articles**

The following is a selected list of journal articles on the topic of client interviewing and counseling. Unless otherwise indicated, all titles are available in the **Law Library Periodicals Collection**, located on the third floor and are arranged alphabetically by title.

Abbott, Clay and Bubany, Charles. "Anatomy of a Client Interview (with Resources and Sample Questions)." 42 *Practical Lawyer* 61-78 (December 1996).

Beckmeyer, Karl. "That Crucial First Contact: Should You Take the Case? Techniques for Handling the Initial Client Interview." 6 *Compleat Lawyer* 16 - 20 (Winter 1989).

Chanen, Jill Schachner. "The Heart of the Matter (Need for Lawyers to Learn Communication Skills)." 81 *ABA Journal* 78-80 (March 1995).

Collins, Maureen B. "Tips for A Successful Client Interview." 85 *Illinois Bar Journal* 441-442 (September 1997).

Colon-Navarro, Fernando. "Thinking Like a Lawyer: Expert-Novice Differences in Simulated Client Interviews." 21 *Journal of the Legal Profession* 107-139 (1996/1997).

Custer, Andy M and Romano, John F. "Handling the Initial Client Interview." 21 *Trial Lawyer* 207 (July-August 1998).

Earl, Allan R. "Conducting the Initial Interview: Rules and Red Flags." 29 *Trial* 58-62 (April 1993).

Filip, Christine and Johnston, Ann E. "Misleading Message May Spark a Suit; More Often Now, an Attorney's Failure to Communicate Effectively with a Client Will Lead to Malpractice, Disciplinary Actions." 20 *National Law Journal* D1 (Nov. 10, 1997).

Gelhorn, Gay. "Law and Language: An Empirically-Based Model for Opening Moments of Client Interviews." (Paper Presented at the UCLA/IALS Conference on "Conceptual Paradigms in Clinical Legal Education.") 4 *Clinical Law Review* 321 (Spring 1998).

Gellhorn, Gay, Lynne Robins and Pat Roth. "Law and Language: an Inter-disciplinary Study of Client Interviews." 1 *Clinical Law Review* 245-298 (Fall 1994).

Hasuike, Reiko. "How to Communicate with Your Female and Minority Clients." 44 *Practical Lawyer* 54 (April 1998).

"Interviewing Clients Ethically." 37 *Practical Lawyer* 5-10 (Jan.1991).

Lidman, R. "The Power of Narrative: Listening to the Initial Client Interview" 22 *Seattle University Law Review* 17-29 (Summer 1998).

Robinson, Mary Beth S. "Putting Clients to the Test; Careful Screening at Initial Interview Can Minimize Malpractice Risks." 84 *ABA Journal* 80 (November 1998).

Ryder, T. "How to Interview Prospective Clients." 59 *Bench & Bar of Minnesota* 22-3 (December 2002).

Vilardo, Lawrence J. "Communicating with Clients." 27 *Litigation* 45-48 (Spring 2001).

To locate additional journal articles on this topic, try searching one of the databases of or indexes to legal periodicals available at the Law Library. Some of these indexes are only available in print and are located at the **Periodicals Index Tables in the Grand Reading Room**. Other indexes are available electronically through the **Campus Libraries and Law Library Web Sites**. Links are available at <http://library.law.wisc.edu/electresources/databases/articles.php>.

Name of Index	Location	Dates of Coverage
<i>Index to Legal Periodicals (and Books)</i>	Periodicals Index Tables, Grand Reading Room	Index: 1880's to present

<a href="#"><u>Index to Legal Periodicals Full-Text</u></a>	Campus and Law Library Web Sites	Index: August 1981 to present Full-text (selected): 1990's to present
<a href="#"><u>Hein Online</u></a>	Campus and Law Library Web Sites	Full-text: First volume to most current allowed under contract

### III. Video Cassettes

Except where indicated, these video cassettes are available at the **Law Library Circulation Desk**.

American Bar Association, Consortium for Professional Education. *Dilemmas in Legal Ethics: Part I Interviewing and the Lawyer Client Relationship; Part II Counseling*. Chicago: American Bar Center, 1984.

Wolfson, Michael E. *The Travel Agency Problem. Part 1. Interviewing the Client*. Los Angeles, CA: Master Video Productions 1989.

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