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| **Other Factors** | | Notes |
|  | 1. **Is it important to retain or maintain the commercial relationship(s) at stake?**   *Check if yes, leave empty if relatively unimportant.* |  |
|  | * 1. **Is that view essentially the same on both sides?**   *Check if yes, leave empty if you believe the importance is imbalanced.* |  |
|  | 1. **Are hybrid solutions like dispositive mini-trial on specific issues coupled with mediation/negotiation viable alternatives?**   *Check if yes.* |  |
|  | 1. **Is your attitude toward ADR generally pro?**   *Check if yes or open to discussion, leave empty if con. Elaborate in Notes.* |  |
|  | 1. **Do you believe the attitude toward ADR on the other side of the commercial relationship is generally pro?**   *Check if yes or open to discussion, leave empty if con. Elaborate in Notes.* |  |
|  | 1. **Are there personal relationships at senior management levels between potential parties in this dispute?**   *Check if yes and write those relationships in Notes.* |  |
|  | * 1. **Is it a relatively insular commercial context, in which management all know one another and reputations might be important?**   *Check if yes.* |  |
|  | 1. **Would it be difficult to integrate ADR with broader company risk management strategies?**   *Check if yes.* |  |
|  | 1. *Write your own checklist items here* |  |
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