



Kids **NEED** ***BOTH*** Parents

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Research has identified what it takes to win in court.

There are 9 factors that influence the decisions that Judges and Court Commissions make in family court.¹ These influential factors are: attractiveness, confidence, emotional appeal, social role and identification, aggressiveness, number of arguments, distractions, language intensity and using short statements.

The 9 factors that influence family court can be broken down into 3 categories; impression, persuasion, and manipulation.

Impression is the idea, feeling, or opinion about something or someone, especially one formed without conscious thought or on the basis of little evidence. The impression a judge makes about the litigants in family court is based on the following:

1. attractiveness,
2. confidence,
3. emotional appeal, and
4. social role, and identification.

Persuasion is the ability to cause (someone) to believe something, especially after a sustained effort; to convince. Persuasion efforts that influence judges include

5. aggressiveness and
6. the number of arguments.

Manipulation is the act of controlling or influencing (a person or situation) cleverly, unfairly, or unscrupulously. This plays out in family court through:

7. distractions,
8. language intensity, and
9. using short statements.

Reference

1. Bill Eddy, LCSW, ESQ., (2016). High Conflict People in Legal Disputes. Unhooked Books, LLC., Scottsdale, AZ.

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