**Shultz/Zedeck List of 26 Effectiveness Factors for Lawyers[[1]](#footnote-1)**

* Analysis and Reasoning
* Creativity/Innovation
* Problem Solving
* Practical Judgment
* Researching the Law
* Fact Finding
* Questioning and Interviewing
* Influencing and Advocating
* Writing
* Speaking
* Listening
* Strategic Planning
* Organizing and Managing One’s Own Work
* Organizing and Managing Others (Staff/Colleagues)
* Negotiation Skills
* Able to See the World Through the Eyes of Others
* Networking and Business Development
* Providing Advice & Counsel & Building Relationships with Clients
* Developing Relationships within the Legal Profession
* Evaluation, Development, and Mentoring
* Passion and Engagement
* Diligence
* Integrity/Honesty
* Stress Management
* Community Involvement and Service
* Self-Development

1. Marjorie M. Shultz & Sheldon Zedeck, Predicting Lawyer Effectiveness: Broadening the Basis for Law School Admission Decisions, 36 LAW & SOC. INQUIRY 620, 629 (2011).  [↑](#footnote-ref-1)