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Placement Director Advises

Atkins Urges Students to Widen Career Goals

by Arnie Wuhrman and Lori Hochman

Approximately 35,000 students graduate from American law schools each year. Dallas Atkins is interested in transforming the process by which at least 300 choose their careers. Of course, that block is comprised of each graduating class of UCLAW.

In a recent interview with The Docket, Atkins, Director of UCLAW's Office of Career Planning (OCP) since February, talked about her aspirations and plans to revolutionize our placement program. She has identified and begun to pursue several goals: (1) making students familiar with the full range

of career options available to them, (2) helping students assess their strengths with regard to hiring criteria other than G.P.A., (3) introducing students to strategies for pursuing employment beyond the on-campus program, and (4) increasing interest in UCLAW graduates in the legal community at large.

Top on Atkins' priority list is restructuring student thinking about the job search. "We're trying to orient more towards career development and self-assessment. Right now, too many of the students just look at the firms coming onto campus and say, 'how can I fit into this or that box?'" This overlooks the more fundamental

question, says Atkins. The student should first be considering whether a particular employer fits within the student's long-range plans for career and lifestyle.

Atkins is also concerned that students may be slow to develop a "practical attitude" about the career searches. "If students limit their choices to only accepting work in Century City, or to saying, 'I'm only interested in Entertainment Law,' chances are they won't get what they want."

Atkins stresses that students must be willing to consider positions with unconventional employers and in locations other than major centers such as Los Angeles. Most import-

ant, she says, student must recognize that the job search inevitably involves substantial effort on their own parts: "Just interviewing on campus is not necessarily the only way to get a desirable job."

In an effort to give students food for thought about career alternatives, Atkins and the OCP staff have expanded and diversified the offerings of career panels at UCLAW. Already this year, OCP has hosted presentations on International and Labor law practice, the role of corporate in-house counsel, and the dimensions of legal work in various locales, such as New York City and Phoenix. Atkins would also like to hold an in-depth Public Interest symposium, modeled after a currently successful program at New York University, before this academic year ends.

As to fostering individual self-assessment by students, Atkins finds her work hampered by the legal profession's lack of attention to this area in the past. "In general, the personnel field has tests and other tools to help people figure out their career interests and objectives. Law still doesn't have anything like that." To find ways to overcome the problem, she has formed a study

group; its members include law firm hiring administrators, placement directors at other schools, independent recruiting consultants, and three UCLAW students. Loyola Law Professor Michael Josephson is also offering his expertise in learning and evaluation to the effort. This Legal Employment Assessment Project, sponsored by the National Association for Law Placement, will focus on determining preferable criteria for employers to use in making hiring decisions, as well as developing tools which will aid students in assessing their own skills and interests in relation to those hiring factors. Atkins expects the group to report preliminary results in February of 1985, and she hopes to offer use of the materials developed to UCLAW students soon thereafter.

Several tactics are contemplated or are already being implemented in the effort to help students find suitable positions once they have determined and articulated their career choices. Through personal solicitations, Atkins has been able to increase the pool of smaller firms interviewing on campus. Assistant Placement Director Jeannine Crowell also points out that

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APLSA Hosts National Law Student Conference

by Esteban Corral

The Asian Pacific Law Students Association (APLSA) of UCLA hosted the fourth annual National Asian/Pacific American Law Student Association (NAPALSA) conference this October 26th-28th. The theme, "On All Levels...", reflected the various approaches that law students and lawyers have used to participate and work in their communities. Students activism as a response to pressing issues in the Asian/Pacific American community was emphasized throughout the conference.

Hope Nakamura, Coordinating committee chairperson, and other conference organizers wanted to establish networking ties at a national level in hopes of furthering work to serve the Asian/Pacific American community. "We wanted our participants to become more involved in the issues presented and by doing this, create a unifying sense of community nationwide," said Nakamura. She also explained that input into the conference came from 'all levels': community lawyers, community organizers, APLSA members, and representatives from law schools across the country. "The preparation for the conference was a collective effort on the part of many dedicated people; this is where we succeeded," said Nakamura.

The main issues addressed at the conference were anti-Asian sentiment, which is on the rise in America, and the current movement to eliminate Asian Pacific Americans from affirmative action programs. The latter issue was an important one for many law students, but in particular, for the APLSA members here at UCLA. It has been only three years since the UCLA administration attempted to eliminate Asian/Pacific Americans from consideration under the diversity admissions program. Participants in the conference were interested in the active role taken by APLSA three years ago in re-affirming its diversity

status at UCLA. The discussion of this issue encouraged other students to take similar stands against such racist attacks.

The keynote speaker, Yuri Kochiyama from New York, is well known among Asian/Pacific Americans for her work in third world communities and the anti-nuclear movement. Her address to the general assembly was met with great enthusiasm. She discussed many of the issues that face Asian/Pacific Americans today and stressed the importance of "taking action." She also emphasized the need for Asian/Pacific Americans to meet issues head on by getting directly involved in the process of making change to improve the present conditions in this society.

The workshops were organized into two stages: first, the educational/awareness workshops and second, the 'action' workshops, which emphasized 'go-out-and-take-action' strategies. The educational topics were affirmative action, immigration rights, utilizing the law to serve the community, the rise of anti-Asian sentiment, underrepresentation in the Southeast Asian and Pacific Islander communities, Asian Pacific American women's issues, and elections and public policy.

Stage two workshops addressed development of an Asian/Pacific American law journal, combating the movement to eliminate Asians from affirmative action, increasing legal service with an emphasis on women's issues, and how students can combat the anti-Asian racist sentiment in America.

The panels were comprised of community organizers, activists and practicing attorneys. Some participants said they were particularly satisfied that such pressing issues as racism, sexism and the political future of this country were discussed in the workshops.

Mona Tawatao, a Pilipino-American law student at UCLA

said, "A lot of people were very enthusiastic following their participation in the workshops. I hope this indicates that they left with the motivation to work and take action on the issues discussed."

Local students from USC, Loyola, USD and Southwestern attended the conference. Also present were many representatives from eastern law schools such as Harvard, U of Penn, Northwestern, and George Washington. Participants ranged from law students and faculty representatives to community leaders and practicing attorneys. The participation was not limited to Asian/Pacific law students, but also involved representatives from UCLA's Student Body Association, Black American Law Students Association, La Raza Law Students Association, the National Lawyer's Guild and Asian American Studies program.

Kathy Mendez, President of La Raza Law Student's Association said, "I think the development of a national network of law students is important to all minority law student associations. I was introduced to a network of representatives from various Asian and Pacific communities. This has been a motivating weekend and APLSA deserves a standing ovation."

Funding for this event was provided by the Asian American studies program at UCLA, with important contributions from APLSA of UCLA and the SBA. Sheila Bankhead, SBA president and member of BALSAs, said "We were happy to fund such an event. We can realize the importance of networking and strategizing within our communities. It plays such an important role in shaping a better public policy for minority groups. We can take this example and move forward with it. APLSA must be commended for their fine work this weekend".

NO LOSERS IN PROF. MENKEL-MEADOW'S WIN/WIN METHOD

by Robert Roden

Over the last few years, the movement to develop alternatives to the high cost of litigation has sparked intense interest in the study of negotiation. Out of this growing interest emerged the Center for Public Resources (CPR), a New York-based organization of leading corporations, law firms and legal scholars whose purpose is to focus on methods of cost-effective dispute resolution.

The highly-regarded CPR Legal Program recently recognized UCLA Professor Carrie Menkel-Meadow as one of the country's foremost negotiations scholars by awarding her First Prize in their 1983 Competition for Outstanding Scholarship in Alternative Dispute Resolution for her article, "Toward Another View of Legal Negotiation: The Structure of Problem Solving," 31 UCLA L. Rev. 754 (April 1984).

In her article, Professor Menkel-Meadow advocates a "win/win" approach to negotiation, emphasizing problem-solving and recognition of clients' real needs as an alternative to the traditional adversarial approach. "I think," says Menkel-Meadow, "many, many lawyers don't spend enough time trying to find out what parties really want. And by that I mean not just what they want

right now, but thinking about the long-term consequences of trying to maximize individual gain."

The underlying principle of this approach is that people have varied and complimentary needs; as more of these needs are brought to the surface, more potentially satisfactory solutions will become available, because not all the needs will be mutually exclusive. Her approach is humanistic, seeking a result which both sides, rather than one, will find satisfactory.

Is such an approach realistic? Can you negotiate successfully on a "win/win" basis if your opponent is out for blood? "That," says Menkel-Meadow, "is what they call the '\$64,000 question'. My answer is that you can always do it, in terms of your own planning for what you're going to do.

"A 'win/win' person ought to be taking account of the other side, and thinking about proposals that will make the other side happy, even if the negotiator on the other side is a real 'tough guy'. So you can always use it with respect to planning, and you can almost always use it with respect to execution, as long as you don't get into a 'win/lose' thing where you're trying to get the other side to play it your way."

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The Right Shtuff

by David Berke

The November Presidential sweepstakes has produced another dismal voter turnout. The sad fact of voter apathy translates into a sobering political reality. If 70% of eligible voters cast ballots, and 50% of them support the eventual champ, our next President can proudly claim to have won the "hearts and minds" of a miserly 35% of the voting populace. Quite an impressive mandate, wouldn't you say?

Angeleno's, of course, are no strangers to apathy, political or otherwise. Where else do sports fans leave during the 8th inning of a tied ball game in order to beat the freeway rush? As far as voting is concerned, we are more likely to cast a ballot in the search for L.A.'s official song than we are to exercise our obligation in determining the leadership of this country. (Just as one aside: if you vote for anything *other* than the Randy Newman's "I Love L.A."; especially Frank Sinatra's "L.A.'s My Lady", I will personally slap mechanic's liens on all of your cars and report your *real* summer earnings to the Financial Aid Office). As a Canadian-born transplant, I find it strange that America does not take the election process more seriously, especially considering the nature of his country's political personality.

Over the past 200-odd years, America has created a political culture that is fashioned somewhere between a mud-wrestling match and an old-fashioned weenie roast. This free-wheeling, winner-take-all attitude to politics is born out of the revolutionary fervor in which America was spawned. Be it the right to bear arms or the right to arm bears, America clings dearly to the mythology of self-determination. Catchy little phrases like, "Give me liberty or give me death" serve to underpin a fundamental tenet of the American political ethic: we do not defer gladly to authority.

Due to this traditional lack of political deference, we think nothing of subjecting our political hopefuls to the most excruciatingly public scrutiny, humiliating ordeals and exhausting campaign rituals imaginable. Accordingly, the demon of "public opinion" waits greedily for candidates to reveal the slightest flaws of character or constitution. Edwin Muskie snivelled and pouted on live T.V. once and paid the price. Gerald Ford kept bumping into walls and tripping over cracks in the pavement. Jimbo Carter lusted after women in his heart. But the man probably *best* swim-suited to understand the capricious nature of the American voter has got to be Edward Kennedy. When asked, earlier this year, if he was going to fake another run at the Oval Office, Teddy responded: "I'll drive off that bridge when I get to it!"

The requirement of toughness, that special "something", the "Right Stuff" as Tom Wolfe so wonderfully phrased it, is a quality that has come to be recognized as a mandatory element of the presidential job description. This macho, "rugged individual" strain of political ideology is firmly rooted in America's martial tradition. Many prominent soldiers have ascended to the Executive Office by keeping their mouths shut and their medals polished. Americans have always had an insecure need to project their desire for a strong self-image upon their leaders, and have never shied away from a little violence to ensure the point gets across. A tough old Kentuckian summed it up best when he wrote to President Polk in 1848, saying "The people of this state are getting restless. What we need is a good little war."

A "good little war" admittedly takes on much more frightening dimensions in the modern context. But, short of dropping "The Big One", every President knows that a sure fire way to make political hay is to march a few marines off a cliff. Such actions appeal tremendously to our Yankee Doodle Pride (witness Grenada) and, not coincidentally, invariably serve to boost a sagging Gallup Poll rating. Ronald Reagan, for all of his faults, recognizes the importance of the "Strong Man" image and plays it to the hilt. When your job calls for facing up to the Commies on a daily basis, no wimps need apply. On top of "toughing it out" in numerous firestorms overseas, Ronnie has had his *personal mettle* tested, and emerged a clear winner. Any seventy year old man who can take a slug from a "45" in the belly and spit it back out through his teeth is going to score heavy points on the John Wayne He-Man-O-Meter. Talk about the "The Right Stuff"!!

Mondale's icy, taciturn Scandinavian manner has simply failed to excite the country's "Gunsmoke"-fed imagination. Fritz, far from eliciting fantasies of a tough-talking lawman, comes off instead as something closer to a mortician or an accountant. In fact, his running mate Geraldine has by far and away surpassed Mr. Mondale in projecting an image of toughness. This might not present any qualms to the enlightened few, but try selling it to a construction worker from Salem Alabama. Without a doubt, Fritz is a decent guy and a competent politician. But "Good Stuff" won't do - only the "Right Stuff" will.

Irrespective of how you voted in the election or, indeed, if you voted at all, the point is: Be it Minsk or Minneapolis, Medicine Hat or Mauritania, politics is a mug's game. It is a game that fails to attract those most qualified to play, precisely because the rewards are so pitiable. America elects its President in order to hate him: To provide the nation with a fall guy by giving him a job no one person could ever satisfactorily complete. In a sense, elections are diversions not unlike the lotteries that are beginning to proliferate across the nation. In both cases, we proles participate, not so much out of any real belief in our ability to influence the outcome, but to indulge in a little fantasy. By all means, keep voting and, if you must, buying lottery tickets. So long as you don't expect the results to suddenly improve your life or release you from the responsibility of living according to your *own* capabilities, we will all be winners. No matter what unfulfillable expectation we place on our leaders, one thing seems clear - they won't improve until we do.

WIN-WIN NEGOTIATION

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"Win/win" negotiators, however, are not pushovers; they are people with a preference. "For me," says Menkel-Meadow, "the notion is I prefer to use a humanistic repertoire, but I'm quite capable of retaliation, in the adversarial sense, if I think that's the only way something's going to be accomplished."

Although psychologists have been studying negotiation theory for the last thirty or forty years, it is very new, says Menkel-Meadow, for legal scholars to be working at negotiation theory as applied to legal situations. "Most legal scholarship is about doctrine, it's about rules and law, and it's relatively new that legal scholars are beginning to look at what lawyers actually do, as opposed to just the law that they practice."

The heightened interest in negotiation theory and the more practice-oriented work of legal scholars such as Professor Menkel-Meadow have most directly affected legal education at UCLA in the offerings of the

clinical program. Menkel-Meadow teaches classes in both Negotiation and Alternative Dispute Resolution, and both are in great demand among law students, who find their status as UCLA graduates enhanced by the reputation of the clinical program. "The UCLA clinical program," says Menkel-Meadow, "is widely regarded as one of the best in the country, and I would say that people are beginning to get a sense that in a number of areas, negotiation being one of them, we really do a lot more than a lot of other schools."

Even in the first-year curriculum, she says, negotiation is sneaking in. "A number of Torts and Contracts teachers do negotiation problems in the context of the substantive courses, and I think that you're going to see a lot more of that, so that even when there's not a whole course, there will be some treatment of the subject within other subject areas."

Professor Menkel-Meadow recognizes that negotiation presents "a thousand different

issues" which could easily occupy the rest of her life were she to let it. But she won't. "I don't want to spend my life doing any one thing," she says. Her basic fascination is the meeting ground of law and social science, and the ways those fields can be integrated to produce lawyers of a more humanistic bent.

She sums up her interests this way: "What should a lawyer be accomplishing for clients? Is a lawyer's role to make assumptions about a client, and then pursue that client's goals, no matter what happens to the other side, or is it possible for the lawyer to have some altruistic sense about the other side? I think that's sort of a theme that unifies all my work."

It is also a very timely theme as the role of the lawyer in society continues to evolve. As Professor Menkel-Meadow continues to explore the human side of lawyering, we can all look forward to incorporating her findings into our own legal careers, and perhaps to serving our clients more effectively as a result.

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Class of '85 Makes Plans

by Emily Moskowitz

This is it—the last chance for the Class of '85 to make its mark. If the third-year officers have their way, their classmates will leave UCLAW with "Class Directory" in hand and with memories of successful fundraisers and social events, and a very special commencement, in mind. As SBA representative Heather Coughlan indicates, the goal is to enjoy this last academic season.

To implement their program, the third-year officers recently circulated a detailed survey to get input on how the Class of '85 collectively would like to spend its final year together. The response was strong, and several committees have already been formed to plan activities of interest. Here's what's in the works:

The officers plan to publish a Class Directory so that graduates will be able to stay in touch. The directory will include students' permanent and temporary addresses, as well as career plans for the ensuing year. Work on the project is set to begin early next semester.

While past graduating classes usually began planning their

graduation ceremonies during Spring semester, the current third-year officers have already begun lining up a keynote speaker. The officers received over 40 suggestions from the survey, ranging from MASH star Alan Alda to Nightline anchor Ted Koppel. After obtaining Chancellor Young's approval, Class President Sam Mendez submitted a list of eight names chosen by the officers to Dean Susan W. Prager. The Dean will personally contact each of the prospects, who include New York Governor Mario Cuomo, Transportation Secretary Elizabeth Dole, Congresswomen Geraldine Ferraro and Barbara Jordan, California Supreme Court Justice Warren Ferguson, Ninth Circuit Judge Shirley Hufstetler, and newsmen Peter Jennings and Walter Cronkite. Commencement committee chairs Karen Narasaki and Meredith Swartz are also considering moving the ceremony from Pauley Pavilion to the newly refurbished Royce Hall theatre. Royce's more formal atmosphere is preferred, but it's not clear that students are willing to limit their guest lists as necessary to fit in the theatre's smaller quarters.

Several informal social events throughout the year are contemplated for the third-years. Ideas suggested to Social events chair Margarita Pulau include Thursday afternoon happy hours, barbeques, and an end of finals party. According to class president Mendez, the class will kick off the year by sponsoring a happy hour in the next few weeks.

Also in the works is a formal dinner at the end of the year. The evening will include live entertainment, dancing, and stories told by the class' first year professors. To offset the cost of the dinner, the officers are organizing several fundraisers. Among the suggestions in the survey were bake sales, a Sam Mendez auction, and a "hammer the car" event, during which participants will buy a chance to swing a sledge hammer at a junked auto.

The third-year officers are enthusiastic about the year ahead, and they are actively seeking participation from their classmates. All committee meetings will be publicized on the bulletin board to the left of the Records Office window. Interested members of the Class of '85 are encouraged to get involved.

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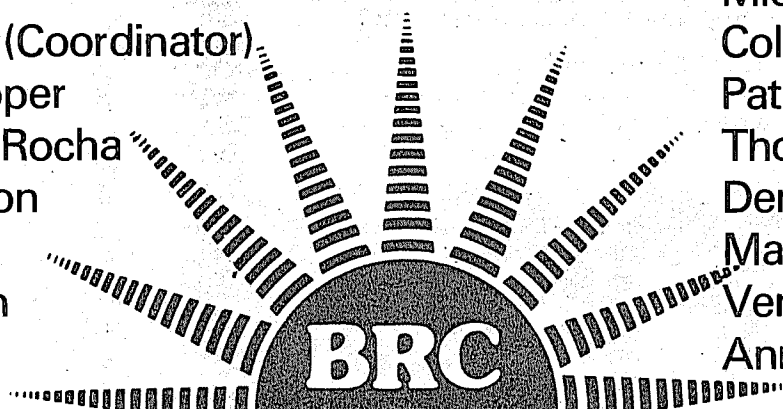
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Violence Against Women Not Just Assault

by Arnie Wuhrman

A close friend of mine several years ago is now a first year at UCLAW. I met her in the hall several weeks ago, and she was very disturbed about an event that had taken place the hour before. It seems that in the inevitable Criminal Law I discussion of rape, a male section-mate of hers had steadfastly insisted that the crime was no different from any other assault, and the law should not recognize it as such. I'd like to urge that gentleman to think again as he considers the following:

ITEM: A recent episode of the TV series "Hill Street Blues" dramatized the actual hazing sometime ago of a rookie police officer in San Francisco. In the backroom of a bar, a gang of his academy classmates stripped him, tied him to a chair, and then watched as a paid prostitute forcibly masturbated him. Not so long before, on the other side of the country, in a Massachusetts bar, a woman was repeatedly raped while a cheering crowd looked on. The rookie officer's confinement, embarrassment, and outright violation, so bizarre a happening as to be beyond imagination, cannot conceivably be dismissed as just another version of common assault. Does the admitted lack of uniqueness of the attack against the woman substantiate less outrage on the part of society?

ITEM: United States Attorney General William French Smith announced several weeks ago that domestic violence has reached epidemic proportions in this country. He urged greater police intervention and new legislation specifically aimed at curbing the horror of wife- and child-abuse.

ITEM: United States Senator Paula Hawkins revealed this fall that she had, as a child, along with several other children, been molested by a man in her neighborhood. Senator Hawkin's description of the Judge's ruling: he was certain that five children telling exactly the same story were lying and he let the man go free.

The individual stories are numerous enough to fill the stacks in our library. The pattern, however, is shockingly simple enough to be stated in one sentence: women in our society are victims of violent abuse and terror which has been almost systematically waged against them. The result is that they function as a second class, never fully free to enjoy the fruits of our civilization.

The crime of rape has ramifications far greater than the most violent non-sexual assaults. Not only is the physical pain of rape unparalleled by the mere (by comparison) breaking of bones; the after-effect is often the killing of the soul. Countless intimate relationships are destroyed each year because the male partner of a rape victim is unable to get close to her again.

In wife-abuse, the tragedy goes far beyond the woman involved. Like a disease, the tendency to abuse is transmitted to the couple's children, who repeat the beatings on each other and, often, on their own children.

Perhaps even more destructive is the pervasive tension the abuse of women causes. Must women always be afraid to cross campus, or city streets, alone at night? Do battered-wife shelters have to be a permanent fixture in American society? I have yet to meet any men who share this same level of general fear and dependence on others for their mere survival.

Returning to the man in my friend's section, I admonish him to think twice about the summary judgement he has made: you are entering a profession in whose members society has placed the individual and collective responsibility for preserving justice. The fact that one-half of those in your community are suffering a continuous denial of their basic right to be equal partners in humanity ought to raise your ire, not be a cause for rationalization.

□ SAFETY TIPS FOR TRAVELLING INTERVIEWEES:

With recruiters on campus, students wearing their best suits and many flying all over the place for call-backs, some pertinent information is offered for students, particularly women, on the road. Ask the desk clerk for another room if the clerk announces the number out loud when you check in. Larger hotels usually have better security than smaller ones, and upper floors are safer, even if it's only the second floor of a two-story motel. Finally, never allow any "hotel staff" into your room if you haven't called for them or checked first with the desk to see if they're on the up and up.

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firms are now coming to campus from cities not previously represented at UCLAW (for instance, a firm from Philadelphia first came to campus to meet students this Fall). In the near future, Atkins hopes to use contact in local bar associations to get more firms to publicize their openings through OCP, particularly by posting notices in the office. A part-time staff member has been added at OCP solely to obtain information about public interest work opportunities. Details on these, and copies of resume solicitations from promising employers, are now published weekly in the OCP newsletter.

Atkins brings to her work at UCLAW a wealth of experience on which to rely. A graduate of Villanova University Law School in 1975, she has been involved in a variety of public interest agencies in her career, including the Mental Patients' Civil Liberties Project in Philadelphia, and the Employment Law Project in San Francisco. She found herself most interested, however, in the human aspects of legal work. "I quit practicing law to focus on the aspects of it I most enjoyed — public relations, counseling and program development." Atkins finds her position at UCLAW a natural fit, and she expresses like enthusiasm for her efforts directed at both private firm and public interest recruitment.

While Atkins' plans for the placement program at UCLAW are impressive, she recognizes that progress will require much effort often occur slowly. Already, 50% of OCP's annual budget and manpower are expended on preparation and execution of the on-campus interviewing program. This alone, says Atkins, necessarily limits OCP's ability to introduce other programs rapidly.

Finally, Atkins stresses that her efforts will be more effective if students plan their educational courses with an eye towards developing their career opportunities. She encourages students to take advantage of the externship and clinical programs to get experience and put something on their resumes. "The student body at UCLAW is very strong, so we should be able to develop a great program in the placement." However, says Atkins, students shouldn't just rely on the degree from here; they need to develop themselves into the most marketable professionals they can be.

STRESS SEMINAR NOV. 12, 15

Barbara Koskela, UCLAW Assistant Dean for Student Affairs, has announced that William Prescott, Ph.D. of the Student Counseling Services has agreed to lead two seminars on coping with stress at the law school. The first, "Dealing with Law School Anxiety," will be held on Monday, November 12, 12:30 - 2:00 pm. The second, "Stress Management Techniques," will take place Thursday, November 15, 4:00 - 5:30 pm. Room assignments will be posted.

Dr. Prescott led similar programs last year at UCLAW. Over 50 students attended, and their reactions were overwhelmingly positive. This year's seminars are open to everyone, and Assistant Dean Koskela encourages interested students and faculty to attend.

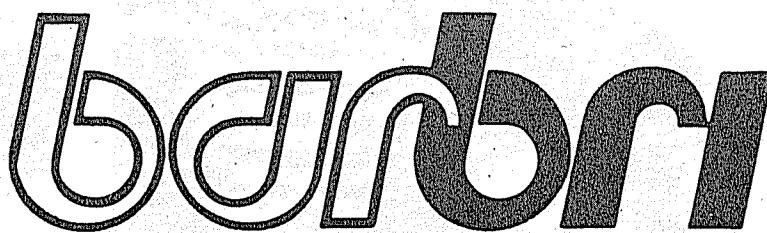
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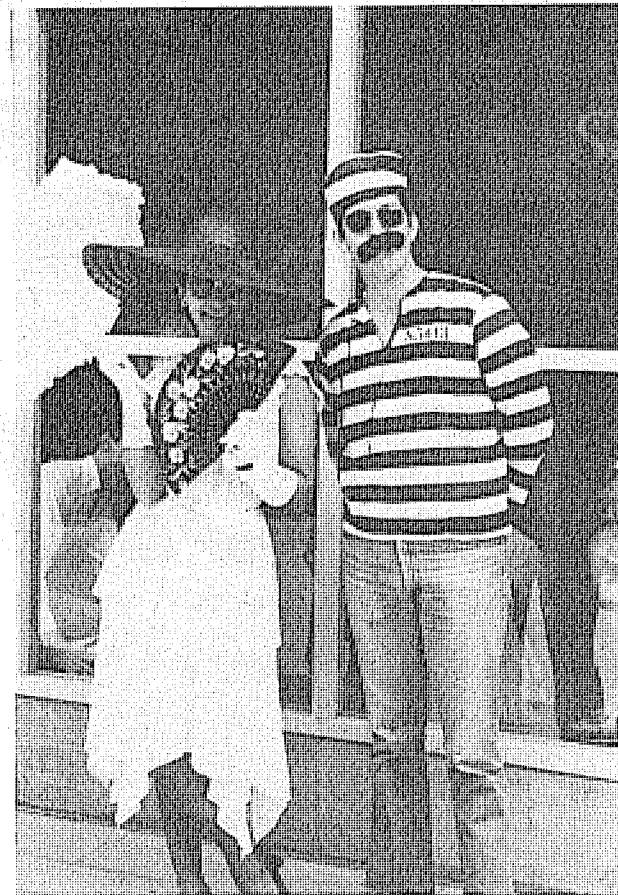
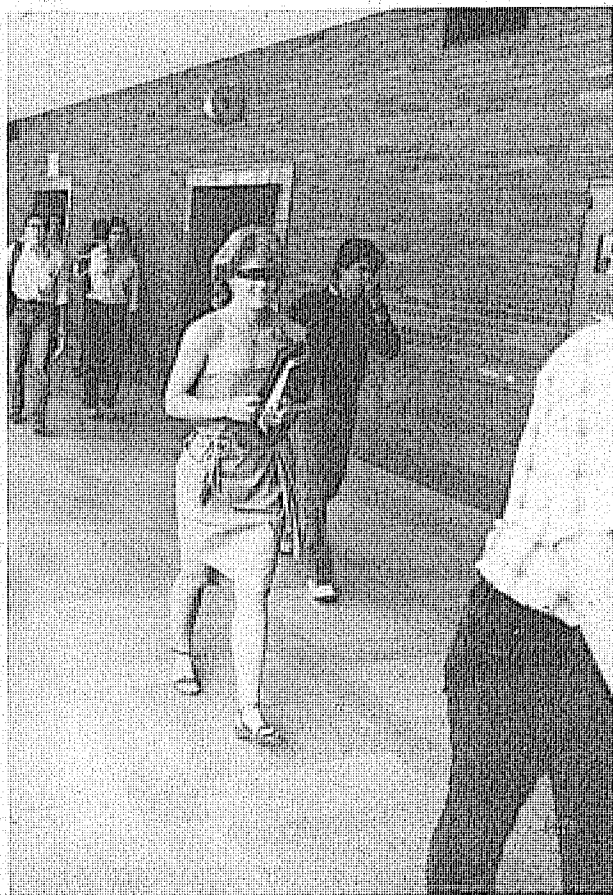
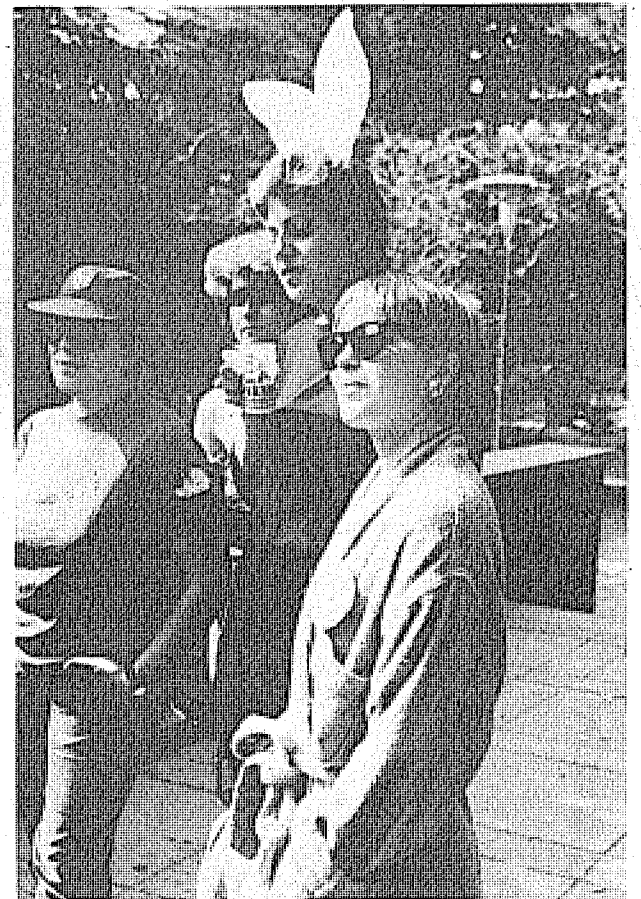
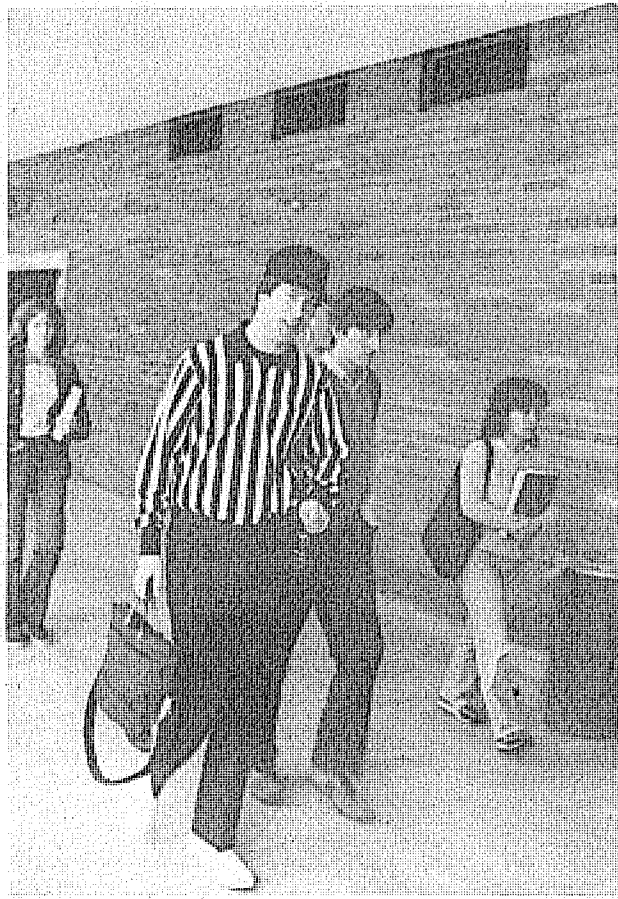
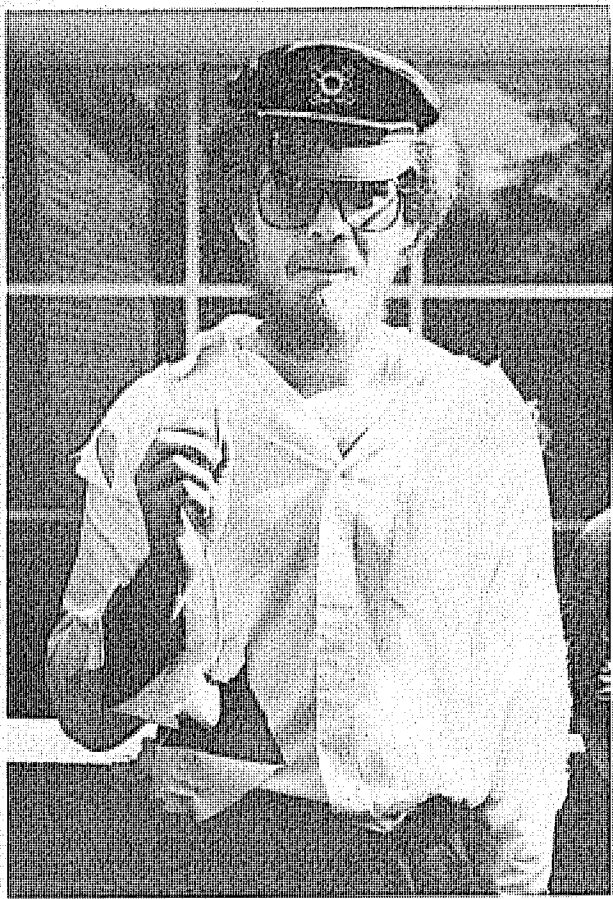
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FIRST, LET'S CHANGE ALL THE LAWYERS

by Don Richards

Once again, it is the time of the year when 35,000 first year law students enter the hallowed halls of this nation's law schools. Nervous and extremely uptight, these law students are prepared (so they think) for the rigors of being a first year law student out to become rich from being a practicing lawyer. Ho-hum! The disappointments to come.

Once, Shakespeare wrote, "First let's kill all the lawyers" (paraphrased). The plotters in his play wanted to do away with democracy, and in order to accomplish this task, they had to destroy the protectors of democracy. Unfortunately for our profession, the people's opinion of lawyers has steadily declined. Today, the so-called "common man's" distrust of lawyers is so great that he sees the profession as one of the key ingredients destroying his way of life. Now when the phrase "first let's kill all the lawyers" is uttered, the person saying it believes they would be doing society a favor.

Lawyers today are viewed as selfish, obnoxious, greedy and uncaring. We are no longer seen as the passionate defenders of freedom, willing to take on a cause in the name of justice and caring. We are the gunslinger of modern society, everybody hires us to protect themselves from other gunslingers. As a necessarily evil, lawyers represent the embodiment of the "me" decade. Selfishness and egomania are carried to such an extreme that it is detrimental to the clients best interest. For vanity, we refuse to compromise or recognize all the com-

plexities involved in total victory.

This socialization process begins in law school. The competitive process in this boiler-plate environment brings out the worst in a person, and it is reinforced on a daily basis. There are no right answers, just winning by any means. In order to get a chance at a lucrative job, a student must outperform the competition. Books are hidden in the library, information is not shared, and notes and outlines are stolen. After all, it is not how one plays the game, it is whether one wins or loses that counts. This negative trend gets carried over into professional life. As a result, the world hates lawyers.

The world does not have to be that way. One can win by being compassionate and understanding and by adhering to set of moral principles. As you begin or as you continue your legal career, remember that you are in a people business. People

are not neutral theoretical cases that you read about and understand in a protected environment, they are sentient beings that are as intelligent as you are in their own way. Let us put compassion and caring back into law. Let us put humanity back as a cornerstone by realizing abstract principles and theories have no meaning unless they are put into a human context.

As you go through law school, remember that concepts like justice and law can only exist in a human environment. Exclude people from the theory or democracy, and all that remains is a blank. The same is true for the law. Practice being compassionate on your classmates. Learn to relate to people as people while in law school and within the next ten years, when someone says: "first let's kill all the lawyers," it will be uttered by those interested in destroying democracy once again.

□QUASI ONE-L

(UPI) Everyone noticed Stephen Travis among the other promising first years students at Harvard Law School. He wore a 3-piece suit everyday, and spoke more in class than any other student. But Travis' law school education came to a sudden halt last week when it was discovered that he had never been admitted to Harvard Law School and that his class appearances were part of a plan to gain admission. Travis had been rejected by Harvard three times and is now asking to be admitted based on his class performance.

□CHINESE LAW SCHOOL REQUIRES HIGH CREDENTIALS

According to Luo Hao Cai, a dean of the Chinese law school in Beijing, tall applicants are given preferred treatment in law school admissions procedures. Luo, who travelled around the United States during his visit to U.S. law schools in September and October, told the Denver Post that in order to be admitted to law schools in China, you must be well-educated, law-abiding and tall. "If you're too short," Luo told the Post, "you don't get in."

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□WHAT ME WORRY?

Confirming what every law student already knows, University of Utah psychologist Claire Clark recently presented a paper at a meeting of the American Educational Research Association and the Association for the Study of Higher Education, in which she concluded that medical and law schools are competitive environments which produce severe stress among many students.

Dr. Clark says part of the problem in most law schools is that teaching theory is built on stressful classroom competition and students don't have time for non-academic activities.

□TAKING THE LAW INTO YOUR OWN HANDS:

The American Bar Association says that in the past ten years, some 140 million do-it-yourself law manuals have been sold in the United States.

The ABA study found that in 1984, there were 422 different manuals available to the public, up from "virtually nothing ten years ago," study researcher Carol Richards said.

California had the most state law manuals: 43. Other states whose do-it-yourself books are popular include: Arizona, 20; Washington, 23; Oregon, 18; and Texas, 11.

The most frequently bought manuals are those on divorce, but running right behind are manuals dispensing legal advice on wills and estate matters. There are dozens of other topics as well, ranging all the way down to how to fight traffic tickets effectively.

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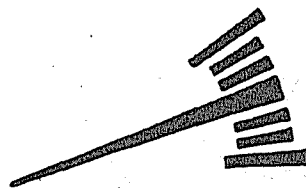
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