

*Frank D. Timari, Ph.D., head of Timari Economics, located in Florham Park, New Jersey, and Professor of Economics, Seton Hall University, is author of Economics: the Options for Dealing with Scarcity published by Scott, Foresman and Company, 1986.*

Finally, if counsel deems it necessary or advantageous at this stage, then the defense expert could be asked to prepare an alternative report. When this is the strategy to be used, it is quite helpful if the economist prepares a report that parallels plaintiff expert's report, in order to provide counsel and others with a ready means of comparison between the two expert reports. In this way, differences in assumptions and methodology can be clearly compared.

High estimates of economic loss need not intimidate defense counsel. A modest investment of resources and time spent working carefully with an economist can go a long way in helping defense counsel achieve a more favorable settlement of the claimed pecuniary losses associated with accidental death or injury. ■