

Three things learned:

1. Some clients want a statistical consultant to play a leader role. Consultants who accept the challenge of discovering what that something is all too often rediscover the truism that data that have been collected without clear questions in mind rarely answer interesting questions.
2. The five negotiating principles, especially principle #5 stating that when there is a disparity between the client and consultant in power or prestige and the difference favors the client, the consultant should try to negotiate on the basis of principle.
3. Consultant should assume the role of collaborator and take responsibility for those aspects of the analysis that are beyond the client's capabilities.

Three questions:

1. How should we communicate with our client if the data fail to address the questions of interest?
2. How should we communicate with our client if they cannot identify the research problem clearly?
3. If these are potential ethical violations on the client's side, how should we respond?