

Essential Lawyering Skills Edition Coursebook

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ESSENTIAL LAWYERING SKILLS - STEFAN H. KRIEGER 2015

A READABLE AND CONCISE INTRODUCTION TO THE ESSENTIAL SKILLS OF INTERVIEWING, COUNSELING, NEGOTIATION, AND FACT ANALYSIS. FEATURES: INCORPORATES THE LATEST RESEARCH ON: COGNITIVE SCIENCE RESEARCH ON FACT ANALYSIS; STORYTELLING PROCESS; AND NEGOTIATION THEORY. INCLUDES STATE-OF-THE-ART TECHNIQUES FOR FACT INVESTIGATION. PLENTY OF EXAMPLES PROMOTE INTEREST, ACCESSIBILITY, AND PLACE TOPICS IN CONTEXT.

LEGAL DRAFTING BY DESIGN - RICHARD K. NEUMANN JR. 2018-02-20

DESIGNED FOR UPPER-LEVEL SURVEY LEGAL DRAFTING COURSES, THIS GROUNDBREAKING TEXT EXPLAINS DRAFTING USING A COMMON VOCABULARY THAT APPLIES TO ANY LEGAL DOCUMENT BASED ON A FUNDAMENTAL RULE STRUCTURE, INCLUDING STATUTES AND OTHER FORMS OF PUBLIC DRAFTING AS WELL AS CONTRACTS AND OTHER FORMS OF PRIVATE DRAFTING. THIS UNIFIED DRAFTING APPROACH GIVES STUDENTS A COMMON DENOMINATOR APPROACH TO DRAFTING ALL KINDS OF LEGAL DOCUMENTS. IN ADDITION, STUDENTS CAN USE THE TECHNIQUES THEY'VE LEARNED TO DECONSTRUCT, INTERPRET, AND REVISE ANY KIND OF LEGAL DOCUMENT COMPOSED OF RULES. THIS COMMON-SENSE APPROACH OF TEACHING/LEARNING A SINGLE VOCABULARY AND SET OF SKILLS TO USE IN DRAFTING ANY RULES-BASED LEGAL DOCUMENT IS AN INNOVATIVE MODEL FOR U.S. LEGAL DRAFTING COURSES, THOUGH IT HAS BEEN USED IN OTHER COUNTRIES FOR DECADES. KEY FEATURES: A UNIFIED APPROACH THAT TEACHES STUDENTS THE GENERAL SKILLS OF DRAFTING RULES OF LAW—DUTIES, DISCRETIONARY AUTHORITY, AND DECLARATIONS, INCLUDING THEIR CONDITIONS IN LEGAL TESTS. PRACTICE APPLYING THOSE SKILLS TO DRAFTING A RANGE OF DOCUMENTS, INCLUDING CONTRACTS, STATUTES, REGULATIONS, AND OTHER. COVERAGE OF HOW COURTS INTERPRET THE RULES AND HOW TO DRAFT ANTICIPATING WHAT THE COURTS WILL DO. AN UNDERSTANDING OF HOW LAW GOVERNS HUMAN BEHAVIOR THROUGH THE RULES THAT STUDENTS LEARN TO DRAFT. A WIDE RANGE OF CLASSROOM EXERCISES ON THE DETAIL OF DRAFTING. ADDITIONAL DRAFTING ASSIGNMENTS, FOR USE IN AND OUT OF CLASS, THAT HELP STUDENTS LEARN HOW TO USE THE RULES AND TO ACCOMPLISH CLIENTS' GOALS.

BECOMING A LEGAL WRITER - ROBIN BOYLE-LAISURE 2019

CLIENT SCIENCE - MARJORIE CORMAN AARON 2012-05-04

LAWYERS KNOW THAT CLIENT COUNSELING CAN BE THE MOST CHALLENGING PART OF LEGAL PRACTICE. CLIENTS QUESTION AND OFTEN RESIST THE COMPLEXITIES AND UNCERTAINTIES INHERENT IN LAW AND LEGAL PROCESS. HONEST ADVICE FROM THE LAWYER CAN MAKE A CLIENT DOUBT HIS OR HER ALLEGIANCE AND ZEAL. CLIENT BACKLASH MAY BE DIRECTED AT THE LAWYER WHO COMMUNICATES BAD NEWS. THUS, THE LAWYER MAY FEEL TORN BETWEEN THE OBLIGATION TO CLEARLY INFORM A CLIENT ABOUT WEAKNESSES IN LEGAL POSITIONS AND FEAR OF DAMAGING THE CLIENT RELATIONSHIP. TOO OFTEN, THE LAWYER STRUGGLES TO COUNSEL A PARTICULARLY DIFFICULT CLIENT, BUT TO NO AVAIL. CLIENT SCIENCE IS WRITTEN TO PROVIDE INSIGHT AND ADVICE TO LAWYERS ON HOW TO MORE EFFECTIVELY COMMUNICATE WITH THEIR CLIENTS WITH REGARD TO LEGAL REALITIES AND DIFFICULT DECISIONS. IT WILL HELP LAWYERS WITH THE ALWAYS-DIFFICULT TASK OF DELIVERING "BAD NEWS," WHICH WILL RESULT IN BETTER-INFORMED AND THUS MORE SATISFIED CLIENTS. THE BOOK EXPLAINS APPLICABLE SOCIAL SCIENCE RESEARCH AND INSIGHTS AND TRANSLATES THEM INTO PLAIN LANGUAGE RELEVANT TO LEGAL PRACTICE AND CLIENT COUNSELING. MARJORIE CORMAN AARON OFFERS SPECIFIC SUGGESTIONS RELATED TO A LAWYER'S ORDERING, TIMING, PHRASING, AND TYPE OF EXPLANATION, AS WELL AS STYLE ADJUSTMENTS FOR THE LAWYER'S VOICE, GESTURE, AND BODY POSITION, ALL TO IMPACT CLIENT COUNSELING AND TO IMPROVE THE LAWYER-CLIENT RELATIONSHIP.

LAWYERS AND CLIENTS - STEPHEN ELLMANN 2009

SOFTBOUND - NEW, SOFTBOUND PRINT BOOK.

OCCUPATIONAL OUTLOOK HANDBOOK - UNITED STATES. BUREAU OF LABOR STATISTICS 1976

ASKING THE LAW QUESTION - MARGARET JANE DAVIES 2002

ESSENTIAL READING FOR ALL THOSE WHO WISH TO UNDERSTAND WHY LEGAL THEORY IS IMPORTANT TO LEGAL EDUCATION, AND FOR THOSE WHO WISH TO EXTEND THEIR UNDERSTANDING OF THIS DYNAMIC ACADEMIC DISCIPLINE. A VARIETY OF PERSPECTIVES ARE DRAWN TOGETHER INCLUDING SOCIAL, LITERARY, FEMINIST AND POSTMODERNIST THEORIES.

LAW DISSERTATIONS - LAURA LAMMASNIEMI 2018-04-09

LAW DISSERTATIONS: A STEP-BY-STEP GUIDE PROVIDES YOU WITH ALL THE GUIDANCE AND INFORMATION YOU NEED TO COMPLETE AND SUCCEED IN YOUR LLB, LL.M OR LAW-RELATED DISSERTATION. WRITTEN IN A SIMPLE, CLEAR FORMAT AND WITH PLENTY OF TOOLS TO HELP YOU TO PUT THE THEORY INTO PRACTICE, LAURA LAMMASNIEMI WILL SHOW YOU HOW TO MAKE WRITING YOUR LAW DISSERTATION EASY, WITHOUT COMPROMISING INTELLECTUAL RIGOR. AS WELL AS EXPLAINING THE PROCESS OF RESEARCH AND OUTLINING THE VARIOUS LEGAL METHODOLOGIES, THE BOOK ALSO PROVIDES PRACTICAL, STEP-BY-STEP GUIDANCE ON HOW TO FORMULATE A PROPOSAL, RESEARCH PLAN, AND LITERATURE REVIEW. UNLIKE OTHER LAW RESEARCH SKILLS BOOKS, IT INCLUDES A SECTION ON EMPIRICAL RESEARCH METHODOLOGY AND ETHICS FOR THE BENEFIT OF STUDENTS WHO ARE STUDYING FOR A LAW-RELATED DEGREE. PACKED FULL OF EXERCISES, WORKED EXAMPLES AND TOOLS FOR SELF-EVALUATION, THIS BOOK IS SURE TO BECOME YOUR ESSENTIAL GUIDE, SUPPORTING YOU ON EVERY STEP OF YOUR JOURNEY IN WRITING YOUR LAW DISSERTATION.

LEGAL WRITING AND ANALYSIS - LINDA HOLDEMAN EDWARDS 2011

THIS CONCISE TEXT OFFERS A STRAIGHTFORWARD GUIDE TO DEVELOPING LEGAL WRITING AND ANALYSIS SKILLS FOR BEGINNING LEGAL WRITERS. LEGAL WRITING AND ANALYSIS, THIRD EDITION, LEADS STUDENTS LOGICALLY THROUGH READING AND ANALYZING THE LAW, WRITING THE DISCUSSION OF A LEGAL QUESTION, WRITING AN OFFICE MEMO AND PROFESSIONAL LETTERS. THE AUTHOR THEN FOCUSES ON WRITING FOR ADVOCACY AND CONCLUDES WITH STYLE AND FORMALITIES AND A CHAPTER DEVOTED TO ORAL ARGUMENT. THE THIRD EDITION FEATURES NEW MATERIAL THROUGHOUT ON DRAWING FACTUAL INFERENCES, ONE OF THE MOST IMPORTANT KINDS OF REASONING FOR LEGAL WRITERS, AS WELL AS ADDITIONAL EXAMPLES ON THE BOOK'S COMPANION WEB SITE. AMONG THE FEATURES THAT MAKE LEGAL WRITING AND ANALYSIS A BEST-SELLING TEXT: IT TRACKS THE TRADITIONAL LEGAL WRITING COURSE SYLLABUS, PROVIDING STUDENTS WITH THE NECESSARY STRUCTURE FOR ORGANIZING A LEGAL DISCUSSION. THE CONSISTENT USE OF THE LEGAL METHOD APPROACH, FROM AN OPENING CHAPTER PROVIDING AN OVERVIEW OF A CIVIL CASE AND THE LAWYER'S ROLE, TO INFORMATION ABOUT THE LEGAL SYSTEM, CASE BRIEFING, SYNTHESIZING CASES, AND STATUTORY INTERPRETATION. THE EMPHASIS ON ANALOGICAL REASONING AND SYNTHESIZING CASES, AS WELL AS RULE-BASED AND POLICY-BASED REASONING, WITH EXPLANATIONS OF HOW TO USE THESE TYPES OF REASONING TO ORGANIZE A LEGAL DISCUSSION. COVERAGE OF THE USE OF PRECEDENT, PARTICULARLY ON HOW TO USE CASES. SUPERIOR DISCUSSION OF SMALL-SCALE ORGANIZATION, INCLUDING THE THESIS PARAGRAPH. NUMEROUS EXAMPLES AND FREQUENT SHORT EXERCISES TO ENCOURAGE STUDENTS TO APPLY CONCEPTS. MANY EXERCISES FOCUS ON FIRST-YEAR COURSES AND OTHERS FOCUS ON PROFESSIONAL RESPONSIBILITY. THE THIRD EDITION OFFERS: NEW MATERIAL ON DRAWING FACTUAL INFERENCES, ONE OF THE MOST IMPORTANT KINDS OF REASONING FOR LEGAL WRITERS. CITATION MATERIALS UPDATED TO COVER THE NEW EDITIONS OF BOTH ALWD AND THE BLUEBOOK. COMPANION WEB SITE WILL INCLUDE ADDITIONAL EXAMPLES OF OFFICE MEMOS, OPPOSING BRIEFS, LETTERS, AND SUMMARY JUDGMENT MOTIONS.

ROADMAP - NEIL W. HAMILTON 2019-01-07

ROADMAP IS A GUIDE TO SHARPEN YOUR AWARENESS OF THE CHARACTERISTICS MOST VALUED IN THE WORKPLACE—WHETHER IT IS IN A LAW FIRM, A COMPANY, OR A GOVERNMENT ENTITY.

ESSENTIAL SOFT SKILLS FOR LAWYERS - KIM TASSO 2020-06-29

THIS SPECIAL REPORT OFFERS A RESEARCH-BASED VIEW INTO THE IMPORTANCE OF SOFT SKILLS FOR MODERN LAWYERS AND HOW LAW FIRMS DEVELOP ESSENTIAL SOFT SKILLS - WHETHER TO COMPLY WITH SRA RULES, TO LEAD PRODUCTIVE TEAMS, TO PROVIDE THE BEST SERVICE TO CLIENTS OR TO GROW THEIR PRACTICE. THIS REPORT IS THE GUIDE TO DEVELOPING THE SKILLS NEEDED TO GET AHEAD AND STAY AHEAD IN YOUR LEGAL CAREER. MODEL RULES OF PROFESSIONAL CONDUCT - AMERICAN BAR ASSOCIATION. HOUSE OF DELEGATES 2007

THE MODEL RULES OF PROFESSIONAL CONDUCT PROVIDES AN UP-TO-DATE RESOURCE FOR INFORMATION ON LEGAL ETHICS. FEDERAL, STATE AND LOCAL COURTS IN ALL JURISDICTIONS LOOK TO THE RULES FOR GUIDANCE IN SOLVING LAWYER MALPRACTICE CASES, DISCIPLINARY ACTIONS, DISQUALIFICATION ISSUES, SANCTIONS QUESTIONS AND MUCH MORE. IN THIS VOLUME, BLACK-LETTER RULES OF PROFESSIONAL CONDUCT ARE FOLLOWED BY NUMBERED COMMENTS THAT EXPLAIN EACH RULE'S PURPOSE AND PROVIDE SUGGESTIONS FOR ITS PRACTICAL APPLICATION. THE RULES WILL HELP YOU IDENTIFY PROPER CONDUCT IN A VARIETY OF GIVEN SITUATIONS, REVIEW THOSE INSTANCES WHERE DISCRETIONARY ACTION IS POSSIBLE, AND DEFINE THE NATURE OF THE RELATIONSHIP BETWEEN YOU AND YOUR CLIENTS, COLLEAGUES AND THE COURTS.

WRITING FOR LAW PRACTICE - ELIZABETH FAJANS 2015

SOFTBOUND - NEW, SOFTBOUND PRINT BOOK.

BUSINESS LAW I ESSENTIALS - MIRANDE. DE ASSIS VALBRUNE (RENEE. CARDELL, SUZANNE.) 2019-09-27

A LESS-EXPENSIVE GRAYSCALE PAPERBACK VERSION IS AVAILABLE. SEARCH FOR ISBN 9781680923018. BUSINESS LAW I ESSENTIALS IS A BRIEF INTRODUCTORY TEXTBOOK DESIGNED TO MEET THE SCOPE AND SEQUENCE REQUIREMENTS OF COURSES ON BUSINESS LAW OR THE LEGAL ENVIRONMENT OF BUSINESS. THE CONCEPTS ARE PRESENTED IN A STREAMLINED MANNER, AND COVER THE KEY CONCEPTS NECESSARY TO ESTABLISH A STRONG FOUNDATION IN THE SUBJECT. THE TEXTBOOK FOLLOWS A TRADITIONAL APPROACH TO THE STUDY OF BUSINESS LAW. EACH CHAPTER CONTAINS LEARNING OBJECTIVES, EXPLANATORY NARRATIVE AND CONCEPTS, REFERENCES FOR FURTHER READING, AND END-OF-CHAPTER QUESTIONS. BUSINESS LAW I ESSENTIALS MAY NEED TO BE SUPPLEMENTED WITH ADDITIONAL CONTENT, CASES, OR RELATED MATERIALS, AND IS OFFERED AS A FOUNDATIONAL RESOURCE THAT FOCUSES ON THE BASELINE CONCEPTS, ISSUES, AND APPROACHES.

ESSENTIALS OF NURSING PRACTICE - CATHERINE DELVES-YATES 2018-06-25

DRAWING TOGETHER THE BEST OF TEXT, VIDEO AND INTERACTIVE MATERIAL FOR THE COMPLETE INTRODUCTION TO MODERN NURSING. THIS GROUNDBREAKING TEXTBOOK HAS BEEN BROUGHT TOGETHER BY 8 EDITORS, 37 CONTRIBUTORS, 18 PATIENTS, 13 PRACTITIONERS AND 15 STUDENT NURSES PROVIDING A COMPREHENSIVE OVERVIEW OF HOLISTIC, PERSON-CENTRED NURSING PRACTICE. KEY FEATURES: A WEALTH OF ACTIVITIES INCLUDING CRITICAL THINKING, REFLECTION AND 'WHAT'S THE EVIDENCE BOXES'. REAL-LIFE 'VOICES' FROM PATIENTS, STUDENTS AND PRACTITIONERS ARE INTEGRATED THROUGHOUT THE TEXT. A CLEAR AND EFFECTIVE LEARNING DESIGN AIMED TO HELP STUDENTS UNDERSTAND THE CORE THEORY, SKILLS AND KNOWLEDGE, APPLY IT EFFECTIVELY TO PRACTICE, BUILD THEIR ACADEMIC SKILLS AND SUCCEED IN ASSIGNMENTS. ADDRESSES THE TRANSITION TO THE NEW NMC STANDARDS

OF PROFICIENCY WITH A NEW TOOL DEVELOPED FOR EDUCATORS MAPPING THE CONTENT OF THE BOOK TO BOTH THE EXISTING AND NEW STANDARDS. THE BOOK UNIQUELY BLENDS ONLINE RESOURCES WITH TRADITIONAL PRINT-BASED LEARNING WHICH ARE BROUGHT SEAMLESSLY TOGETHER THROUGH FREE ACCESS TO AN INTERACTIVE eBook VERSION OF THE TEXT. DEDICATED ONLINE RESOURCES FOR BOTH STUDENTS AND LECTURERS TAKE THE BOOK EVEN FURTHER PROVIDING THE DEFINITIVE PACKAGE FOR NURSE EDUCATION.
LEGAL ETHICS IN THE PRACTICE OF LAW - RICHARD A. ZITRIN 2007

ESSENTIAL LAWYERING SKILLS - STEFAN H. KRIEGER 2020-02-02
"INTRODUCTORY BOOK ON LAWYERING SKILLS FOR LAW STUDENTS"--

THE CALIFORNIA PARALEGAL WORKBOOK - L. W. GREENBERG 2017-07-28

THIS IS A GREAT PARALEGAL WORKBOOK THAT WILL TEACH CALIFORNIA PARALEGALS THE ESSENTIAL SKILLS THAT THEY NEED TO BE SUCCESSFUL. THIS WORKBOOK CONTAINS FIFTEEN CHAPTERS THAT COVER PARALEGAL SKILLS & CODES, A STEP BY STEP PROCESS OF HOW TO WRITE BUSINESS LETTERS, A CHAPTER THAT EXPLAINS THE CALIFORNIA AND THE FEDERAL COURT SYSTEM, CITING CASES & STATUTES CORRECTLY USING THE DIFFERENT STYLES OF CITATIONS, THE USE OF THE CALIFORNIA RULES OF COURT, COURT HOLDINGS, JURISDICTION & VENUE, LEGAL RESOURCES INCLUDING PRIMARY AND SECONDARY AUTHORITIES, THE IRAC METHOD OF CASE SUMMARIZATION, LEGAL RESEARCH AND COMPUTERIZED RESEARCH USING THE LEXIS SYSTEM, THE USE OF IBID. & ID., DRAFTING THE LEGAL MEMORANDUM, A CONTRACTS CHAPTER WITH ACTUAL CONTRACTS TO EXPLAIN THEIR USE, AN EXPLANATION OF DISCOVERY METHODS AND A STEP BY STEP PROCESS OF DRAFTING A COMPLAINT THAT INCLUDES THE RULES OF COURT RE: PLEADINGS. THERE IS A GLOSSARY OF TERMS AND AN APPENDIX THAT INCLUDES A MYTHICAL CLIENT SCENARIO, A COMPLETE DEPOSITION, A SAMPLE COMPLAINT, FOUR EXAMPLES OF DEPOSITION SUMMARIES AND A JUDICIAL COUNCIL FORM FOR A CONTRACT COMPLAINT. ALL CHAPTERS INCLUDE EDUCATIONAL EXERCISES TO GIVE THE PARALEGAL ACTUAL EXPERIENCE DRAFTING THE DOCUMENTS DISCUSSED. A MYTHICAL CLIENT SCENARIO PROVIDES THE INFORMATION TO COMPLETE ALL OF THE EDUCATIONAL EXERCISES. THIS WORKBOOK IS CALIFORNIA SPECIFIC AND COMPLETION OF THE EXERCISES WILL PREPARE PARALEGALS FOR THE MANY AND VARIED JOBS THAT PARALEGALS PERFORM IN A LAW FIRM. AN ABSOLUTELY GREAT TEACHING TOOL THAT EVERY PARALEGAL SHOULD WORK THROUGH!

PSYCHOLOGY FOR LAWYERS - JENNIFER K. ROBBENOLT 2021

THE PRIMARY GOAL OF THIS BOOK IS TO EXPOSE LAWYERS AND LAW STUDENTS TO SOME OF THE KEY INSIGHTS OFFERED BY THE FIELD OF PSYCHOLOGY AND TO ILLUSTRATE THE WAYS IN WHICH UNDERSTANDING THESE INSIGHTS CAN IMPROVE THE PRACTICE OF LAW.

APPLYING LAW - BRADLEY J. CHARLES 2011

APPLYING LAW TEACHES STUDENTS THE SKILL OF APPLYING LAW TO FACT--THE SKILL THAT DETERMINES LAW-SCHOOL GRADES AND EFFECTIVE ADVOCACY AFTER LAW SCHOOL. THE AUTHOR EXPLAINS WITH EXAMPLES AND EXERCISES NINE REASONING TECHNIQUES THAT THE JUSTICES OF THE UNITED STATES SUPREME COURT PRIMARILY USE. THE NINE REASONING TECHNIQUES COME FROM CLASSIFYING ARGUMENTS IN EVERY SENTENCE FROM AN ENTIRE YEAR'S WORTH OF THEIR CASES. AFTER STUDYING THIS BOOK, LAW STUDENTS WILL HAVE A TOOL BELT FULL OF SPECIFIC REASONING TECHNIQUES.

THE PRACTITIONER'S GUIDE TO SECURITIES ARBITRATION - JASON R. DOSS 2014

ESSENTIAL LAWYERING SKILLS - STEFAN H. KRIEGER 2022-10-27

THE SIXTH EDITION OF ESSENTIAL LAWYERING SKILLS: INTERVIEWING, COUNSELING, NEGOTIATION, AND PERSUASIVE FACT ANALYSIS CONTINUES TO EMPHASIZE THE ROLE OF THE ATTORNEY IN THE LAWYER-CLIENT RELATIONSHIP. WIDELY RESPECTED PRACTITIONERS AND TEACHERS, THE AUTHORS' INTRODUCTIONS, VISUAL AIDS, AND REALISTIC EXAMPLES ILLUMINATE THE BASIC MECHANICS OF THESE KEY SKILLS. CASE SITUATIONS AND PROBLEM-SOLVING SCENARIOS ENGAGE STUDENTS IN DEVELOPING ESSENTIAL LAWYERING SKILLS THAT MIRROR LEGAL PRACTICE. THE TOPIC OF PROFESSIONAL RESPONSIBILITY IS INTEGRATED THROUGHOUT. NEW TO THE SIXTH EDITION: NEW CO-AUTHOR RENÉE HUTCHINS BRINGS HER NEW PERSPECTIVE TO THE COURSE UPDATED AND IMPROVED DESIGN MAKES THE MATERIAL MORE ACCESSIBLE FOR TODAY'S STUDENT INCREASED COVERAGE OF NEGOTIATION IN THE PLEA-BARGAINING CONTEXT UPDATED EXAMINATION OF THE USE OF ELECTRONIC MEDIA IN FACT ANALYSIS AND NEGOTIATION PROFESSORS AND STUDENTS WILL BENEFIT FROM: AN EMPHASIS ON PRACTICE AND THE MECHANICS OF NEGOTIATION AND PERSUASION, RATHER THAN ON THEORY COMPLETE COVERAGE OF PROBLEM SOLVING, INTERVIEWING, COUNSELING, NEGOTIATION, AND FACT ANALYSIS REMARKABLY CLEAR AND PENETRATING DISCUSSION OF THE PERSUASIVE VALUE OF FACTS, SUPPORTED BY USEFUL VISUAL AIDS GENEROUS USE OF INTERESTING EXAMPLES THAT PLACE TOPICS IN CONTEXT INTEGRATED COVERAGE OF PROFESSIONAL RESPONSIBILITY WHERE APPROPRIATE EXPERIENCED AUTHORS, WHO DRAW UPON MANY YEARS OF TEACHING AND WRITING ABOUT LAWYERING SKILLS

TRANSACTIONAL LAWYERING SKILLS - RICHARD K. NEUMANN JR. 2012-12-11

THE HIGHLY RESPECTED AUTHOR OF TRANSACTIONAL LAWYERING SKILLS HAS WRITTEN AND CO-WRITTEN SOME OF THE TOP-SELLING BOOKS IN THE FIELD. DESIGNED TO SUPPLEMENT CONTRACT DRAFTING AND TRANSACTIONAL SKILLS COURSES, HIS CONCISE, STRAIGHTFORWARD EXPLANATION OF PROFESSIONALISM COVERS WORKING WITH TRANSACTION CLIENTS; PROBLEM-SOLVING AND PROBLEM-PREVENTION; AND TRANSACTIONAL INTERVIEWING, COUNSELING, AND NEGOTIATION. PROFESSIONAL RESPONSIBILITY ISSUES ARE FULLY INTEGRATED THROUGHOUT THE MATERIAL. GOING BEYOND SIMPLE THEORY, THE TEXT PROVIDES A SUCCINCT EXPLANATION OF THE LAWYER-CLIENT RELATIONSHIP AS WELL AS THE MECHANICS OF TRANSACTIONAL LAWYERING. TRANSACTIONAL LAWYERING SKILLS CAN BE USED TO HELP ADD A THIRD CREDIT TO A 2-CREDIT CONTRACT DRAFTING COURSE. FEATURES CONCISE, STRAIGHTFORWARD EXPLANATIONS OF PROFESSIONALISM WORKING WITH TRANSACTION CLIENTS PROBLEM-SOLVING AND PROBLEM-PREVENTION TRANSACTIONAL INTERVIEWING, COUNSELING, AND NEGOTIATION HIGHLY RESPECTED AUTHOR HAS WRITTEN/CO-WRITTEN TOP-SELLING BOOKS IN THE FIELD INTEGRATED COVERAGE OF PROFESSIONAL RESPONSIBILITY ISSUES CLEAR AND SUCCINCT DISCUSSION OF LAWYER-CLIENT RELATIONSHIP COVERS THE MECHANICS OF TRANSACTIONAL LAWYERING GOES BEYOND SIMPLE THEORY CAN BE USED TO HELP ADD A THIRD CREDIT TO A 2-CREDIT CONTRACT DRAFTING COURSE

LAWYERS' SKILLS - CAROLINE MAUGHAN 2013-08-15

OFFERING INVALUABLE GUIDANCE ON THE KEY SKILLS REQUIRED ON THE LPC, LAWYERS'

SKILLS ALSO FEATURES A NUMBER OF TASKS, EXAMPLES AND REFLECTIVE EXERCISES SPECIFICALLY DESIGNED TO SUPPORT STUDENTS IN DEVELOPING, PRACTISING AND REFINING THE LEGAL SKILLS WHICH ARE INTEGRAL TO THE MODERN SOLICITORS' PRACTICE.

THE EDUCATION OF A LAWYER - GARY MULDOON 2014

THE EDUCATION OF A LAWYER IS A DELIGHTFUL READ THAT PROVIDES INVALUABLE ADVICE ABOUT THE PRACTICE OF LAW. WRITTEN FOR ASPIRING AND YOUNG ATTORNEYS, THE BOOK IS A FONT OF WISDOM ON A RANGE OF TOPICS: LEGAL WRITING, SPEAKING, HANDLING CLIENTS, STAYING CURRENT ON THE LAW, AND MANAGING ALL THE RELATIONSHIPS TYPICALLY ENCOUNTERED BY LAWYERS. DERIVED FROM THE AUTHOR'S DECADES OF EXPERIENCE AS A LAWYER AND TEACHER, THE BOOK IS FILLED WITH STORIES AND TELLING ANECDOTES. SOME ARE HILARIOUS, SOME ARE CAUTIONARY, BUT NEARLY ALL CONTAIN A NUGGET OF PRACTICAL INSIGHT THAT READERS CAN APPLY TO THEIR OWN PRACTICE. SPECIFIC TOPICS INCLUDE: -- HOW TO SPEAK EFFECTIVELY TO ANY TYPE OF GROUP --TECHNIQUES TO POLISH YOUR WRITING AND CREATE MORE USEFUL LEGAL DOCUMENTS AND CORRESPONDENCE --MANAGE RELATIONSHIPS WITH JUDGES, OPPOSING COUNSEL, YOUR LOCAL LEGAL COMMUNITY, AND CLIENTS --HOW TO STAY CURRENT ON THE LAW --IMPROVE YOUR LEGAL SKILLS THROUGHOUT YOUR CAREER DECIDEDLY ORIGINAL AND CONSISTENTLY ENTERTAINING, THE EDUCATION OF A LAWYER WILL MAKE READERS LAUGH, THINK, AND NOD IN RECOGNITION. AND MOST IMPORTANTLY, IT WILL HELP READERS TO BECOME BETTER LAWYERS.

TRANSACTIONAL SKILLS - STEPHEN L. SEPINUCK 2015

CO-PUBLISHED BY WEST ACADEMIC PUBLISHING AND THE ABA, THIS COURSEBOOK, DESIGNED TO BE USED IN LAW SCHOOLS AND LARGE LAW FIRMS WITH ASSOCIATE TRAINING PROGRAMS, FOCUSES ON DOCUMENTING AGREEMENTS IN A VARIETY OF TOPICAL LEGAL AREAS SUCH AS REAL ESTATE, MERGER AND ACQUISITIONS, FINANCE AND SECURITIES. INTENDED TO BE TAUGHT TO STUDENTS OR NEW ASSOCIATES BY UTILIZING PROBLEMS TO TEACH THEM ACQUISITION OF TRANSACTIONAL LAWYERING SKILLS, AN EXTENSIVE CORRESPONDING TEACHER'S MANUAL THAT INCLUDES A DETAILED RESPONSE TO EACH PROBLEM AND GUIDANCE ON TEACHING EACH OF THE SIMULATIONS IS AVAILABLE. THROUGH CAREFULLY DESIGNED PROBLEMS AND EXERCISES, THE FIRST PART OF THE BOOK HELPS STUDENTS UNDERSTAND AND STRATEGICALLY USE THE DIFFERENT TYPES OF CONTRACT TERMS, TRANSLATE DEAL TERMS TO PRECISE CONTRACT LANGUAGE, USE FORMS APPROPRIATELY, AND SPOT AND RESOLVE AMBIGUITY. STUDENTS ALSO PRACTICE DEAL DESIGN, DUE DILIGENCE, AND NEGOTIATING CONTRACT LANGUAGE. THE SECOND PART OF THE BOOK CONSISTS OF FOUR SIMULATED COMMERCIAL TRANSACTIONS, EACH OF WHICH CONSISTS OF SEVERAL PARTS. IN EACH SIMULATION, STUDENTS FURTHER DEVELOP THEIR TRANSACTIONAL LAWYERING SKILLS BY STRUCTURING, NEGOTIATING, AND DOCUMENTING A DEAL ON BEHALF OF A ONE OF THE PARTIES TO THE TRANSACTION.

BETTER LAW FOR A BETTER WORLD - LIZ CURRAN 2021-04-20

HOW AS A SOCIETY CAN WE FIND WAYS OF ENSURING THE PEOPLE WHO ARE THE MOST VULNERABLE OR HAVE LITTLE VOICE CAN AVAIL THEMSELVES OF THE PROTECTION IN LAW TO IMPROVE THEIR SOCIAL, CULTURAL, HEALTH AND ECONOMIC OUTCOMES AS BEFITS CIVILISED SOCIETY? BETTER LAW FOR A BETTER WORLD ANSWERS THIS QUESTION BY LOOKING AT INNOVATIVE PRACTICES AND DEVELOPMENTS EMERGING WITHIN LAW PRACTICE AND EDUCATION AND SHARES THE SKILLS AND TECHNIQUES THAT COULD LEAD TO CONFIDENCE IN THE LAW AND ITS ABILITY TO RESPOND. USING RECENT RESEARCH FROM AUSTRALIA, PRACTICE INITIATIVES AND INFORMATION, THE BOOK BREAKS DOWN WAYS FOR LAW STUDENTS, LEGAL EDUCATORS AND LAW PRACTITIONERS (INCLUDING JUDICIAL OFFICERS, LAW ADMINISTRATORS, LEGISLATORS AND POLICY MAKERS) TO ENHANCE ACCESS TO JUSTICE AND IMPROVE OUTCOMES THROUGH NEW APPROACHES TO LAWYERING. THESE CAN INCLUDE: MULTI-DISCIPLINARY PRACTICE (INCLUDING HEALTH JUSTICE PARTNERSHIPS); INTEGRATED JUSTICE PRACTICE; RESTORATIVE PRACTICE; EMPOWERMENT MODES (COMMUNITY & PROFESSIONAL DEVELOPMENT AND POLICY SKILLS); CLIENT-CENTRED APPROACHES AND COLLABORATIVE INTERDISCIPLINARY PRACTICE INFORMED BY PRACTICAL EXPERIENCE. THE BOOK CONTAINS CRITICAL INFORMATION ON WHAT SUCH PRACTICE MIGHT LOOK LIKE AND THE ELEMENTS THAT WILL BE REQUIRED IN THE DEVELOPMENT OF THE ESSENTIAL SKILLS AND CRITERIA FOR SUCH PRACTICE. IT SEEKS TO OPEN UP A DIALOGUE ABOUT HOW WE CAN MAKE THE LAW BETTER. THIS INCLUDES MAKING THE COMMUNITY MORE CENTRAL TO THE OPERATION OF THE LAW AND IMPROVING CLIENT-CENTRED PRACTICE SO THAT THE RULE OF LAW CAN DELIVER ON ITS CLAIMS TO SERVE, PROTECT AND ENSURE EQUALITY BEFORE THE LAW. IT EXPLORES PRACTICAL WAYS THAT EMERGING LAWYERS CAN BE TRAINED DIFFERENTLY TO ENSURE IMPROVED COMMUNICATION, COLLABORATION, PROBLEM SOLVING, PARTNERSHIP AND INTERPERSONAL SKILLS. THE BOOK EXPLORES THE CHALLENGES OF SUCH WORK. IT ALSO GIVES SUGGESTIONS ON HOW TO REDUCE PROFESSIONAL BARRIERS AND VARIATIONS IN PRACTICE TO EFFECTIVELY, HUMANELY AND EFFICIENTLY MAKE A DIFFERENCE IN PEOPLE'S LIVES. THE BOOK BUILDS ESSENTIAL SKILLS AND NEW APPROACHES TO LAWYERING FOR LAW STUDENTS, LEGAL EDUCATORS, NEW LAWYERS AND SEASONED LAWYERS, JUDICIAL MEMBERS AND LAW ADMINISTRATORS TO EQUIP THEM TO BETTER RESPOND TO COMMUNITY NEED. IT LOOKS AT THE LAW IN CONTEXT BY ALSO EXPLORING THE ROLE OF THE LAW IN IMPROVING THE SOCIAL DETERMINANTS OF HEALTH AND SOCIALLY JUST OUTCOMES.

BEYOND THE BASICS - MARY BARNARD RAY 2013

SOFTBOUND - NEW, SOFTBOUND PRINT BOOK.

AUSTRALIAN CLINICAL LEGAL EDUCATION - ADRIAN EVANS 2017-02-17

CLINICAL LEGAL EDUCATION (CLE) IS POTENTIALLY THE MAJOR DISRUPTOR OF TRADITIONAL LAW SCHOOLS' CORE FUNCTIONS. GOOD CLE CHALLENGES MANY CENTRAL CLICHÉS OF CONVENTIONAL LEARNING IN LAW--EVERYTHING FROM CASE BOOK METHOD TO THE 50-MINUTE LECTURE. AND IT CAN CHALLENGE A CONTEMPORARY OVEREMPHASIS ON SCREEN-BASED LEARNING, PARTICULARLY WHEN THOSE SCREENS ONLY PROVIDE INFORMATION AND REQUIRE NO INTERACTION. AUSTRALIAN CLINICAL LEGAL EDUCATION COMES OUT OF A THOROUGH RESEARCH PROGRAM AND OFFERS THE ESSENTIAL GUIDEBOOK FOR ANYONE SEEKING TO DESIGN AND REDESIGN ACCOUNTABLE LEGAL EDUCATION; THAT IS, EDUCATION THAT DOES NOT JUST TRANSFORM THE LEARNER, BUT ALSO INCULCATES IN FUTURE LAWYERS A COMPASSION FOR AND SERVICE OF THOSE WHOM THE LAW OUGHT TO SERVE. ESTABLISHED LAW TEACHERS WILL COME TO GRIPS WITH THE POWER OF CLINICAL METHOD. LAW STUDENTS STRUGGLING WITH OVERLY DRY CONCEPTUAL CONTENT WILL EXPERIENCE THE CONNECTIONS BETWEEN SKILLS, THE LAW AND REAL LIFE. REGULATORS WILL LOOK AGAIN AT LAW CURRICULA AND ASK LAW DEANS 'WHEN?'

VISUAL LITIGATION - RONALD H. CLARK 2020-05-31

LEGAL WRITING IN PLAIN ENGLISH - BRYAN A. GARNER 2001-06-05

ADMIRABLY CLEAR, CONCISE, DOWN-TO-EARTH, AND POWERFUL—UNFORTUNATELY, THESE ADJECTIVES RARELY DESCRIBE LEGAL WRITING, WHETHER IN THE FORM OF BRIEFS, OPINIONS, CONTRACTS, OR STATUTES. IN *LEGAL WRITING IN PLAIN ENGLISH*, BRYAN A. GARNER PROVIDES LAWYERS, JUDGES, PARALEGALS, LAW STUDENTS, AND LEGAL SCHOLARS SOUND ADVICE AND PRACTICAL TOOLS FOR IMPROVING THEIR WRITTEN WORK. THE BOOK ENCOURAGES LEGAL WRITERS TO CHALLENGE CONVENTIONS AND OFFERS VALUABLE INSIGHTS INTO THE WRITING PROCESS: HOW TO ORGANIZE IDEAS, CREATE AND REFINED PROSE, AND IMPROVE EDITING SKILLS. IN ESSENCE, IT TEACHES STRAIGHT THINKING—A SKILL INSEPARABLE FROM GOOD WRITING. REplete WITH COMMON SENSE AND WIT, THE BOOK DRAWS ON REAL-LIFE WRITING SAMPLES THAT GARNER HAS GATHERED THROUGH MORE THAN A DECADE OF TEACHING IN THE FIELD. TRENCHANT ADVICE COVERS ALL TYPES OF LEGAL MATERIALS, FROM ANALYTICAL AND PERSUASIVE WRITING TO LEGAL DRAFTING. MEANWHILE, GARNER EXPLORES IMPORTANT ASPECTS OF DOCUMENT DESIGN. BASIC, INTERMEDIATE, AND ADVANCED EXERCISES IN EACH SECTION REINFORCE THE BOOK'S PRINCIPLES. (AN ANSWER KEY TO BASIC EXERCISES IS INCLUDED IN THE BOOK; ANSWERS TO INTERMEDIATE AND ADVANCED EXERCISES ARE PROVIDED IN A SEPARATE INSTRUCTOR'S MANUAL, FREE OF CHARGE TO INSTRUCTORS.) APPENDICES INCLUDE A COMPREHENSIVE PUNCTUATION GUIDE WITH ADVICE AND EXAMPLES, AND FOUR MODEL DOCUMENTS. TODAY MORE THAN EVER BEFORE, LEGAL PROFESSIONALS CANNOT AFFORD TO IGNORE THE TREND TOWARD CLEAR LANGUAGE SHORN OF JARGON. CLIENTS DEMAND IT, AND COURTS REWARD IT. DESPITE THE AGE-OLD TRADITION OF POOR WRITING IN LAW, *LEGAL WRITING IN PLAIN ENGLISH* SHOWS HOW LEGAL WRITERS CAN UNSHACKLE THEMSELVES. *LEGAL WRITING IN PLAIN ENGLISH* INCLUDES: *TIPS ON GENERATING THOUGHTS, ORGANIZING THEM, AND CREATING OUTLINES. *SOUND ADVICE ON EXPRESSING YOUR IDEAS CLEARLY AND POWERFULLY. *DOZENS OF REAL-LIFE WRITING EXAMPLES TO ILLUSTRATE WRITING PROBLEMS AND SOLUTIONS. *EXERCISES TO REINFORCE PRINCIPLES OF GOOD WRITING (ALSO AVAILABLE ON THE INTERNET). *HELPFUL GUIDANCE ON PAGE LAYOUT. *A PUNCTUATION GUIDE THAT SHOWS THE CORRECT USES OF EVERY PUNCTUATION MARK. *MODEL LEGAL DOCUMENTS THAT DEMONSTRATE THE POWER OF PLAIN ENGLISH.

A GUIDE TO TEACHING LAWYERING SKILLS - JOEL ATLAS 2012

THIS BOOK IS DESIGNED FOR TEACHERS OF LEGAL RESEARCH AND WRITING COURSES. BOTH NEW AND SEASONED LEGAL-WRITING TEACHERS WILL BENEFIT FROM THE BOOK, WHETHER THEY ARE FULL-TIME PROFESSORS, ADJUNCTS, FELLOWS, PROGRAM DIRECTORS, OR TEACHING ASSISTANTS. *A GUIDE TO TEACHING LAWYERING SKILLS* EXPLORES THE ESSENTIAL COMPONENTS OF THE TEACHING PROCESS, INCLUDING SETTING COURSE GOALS; CREATING A CURRICULUM, SYLLABUS, AND ASSIGNMENTS; DEVELOPING TEACHING METHODS; PROVIDING FEEDBACK TO STUDENTS BOTH ORALLY AND IN WRITING; EVALUATING AND GRADING STUDENT WORK; WORKING WITH TEACHING ASSISTANTS; AND ENHANCING PROFESSIONAL DEVELOPMENT. THE FOCUS OF THE BOOK IS PRACTICAL, AND ITS SUGGESTIONS ARE SPECIFIC AND CONCRETE. THE BOOK ALSO PROVIDES LISTS OF ADDITIONAL RESOURCES FOR TEACHERS.

LAW IN MANY SOCIETIES - LAWRENCE MEIR FRIEDMAN 2011

THIS LAW AND SOCIETY READER TAPS A RICH AND DIVERSE LITERATURE TO COMPARE AND CONTRAST THE LEGAL EXPERIENCE OF MANY DIFFERENT CULTURES AND NATIONS. DRAWING ON A VARIETY OF METHODOLOGICAL APPROACHES, THE SELECTIONS ALLOW STUDENTS TO EVALUATE WHETHER THERE ARE GENERAL PATTERNS THAT EXPLAIN HOW LEGAL SYSTEMS WORK (OR FAIL TO WORK) AND HOW THESE PATTERNS RELATE TO THE STRUCTURAL AND CULTURAL FACTS OF SOCIETY. EVERY COUNTRY, OF COURSE, HAS ITS OWN LEGAL SYSTEM, AND NO TWO SYSTEMS ARE THE SAME. BUT IN TEACHING LAW AND SOCIETY, TEXTS HAVE FOCUSED NEARLY EXCLUSIVELY ON AMERICAN READINGS TO THE NEGLECT OF COMPARATIVE AND INTERNATIONAL WORK. THIS READER FILLS AN OBVIOUS GAP. IT RECOGNIZES THAT LAW IS INCREASINGLY GLOBAL AND CROSS-NATIONAL, AND SHOWS HOW LAW RELATES TO SOCIETY IN DIFFERENT TIMES AND PLACES, THE WORLD OVER.

INTELLIGENCE COMMUNITY LEGAL REFERENCE BOOK - UNITED STATES. OFFICE OF THE DIRECTOR OF NATIONAL INTELLIGENCE. OFFICE OF GENERAL COUNSEL 2007

WRITING FOR THE LEGAL AUDIENCE - WAYNE SCHIESS 2003

THIS BOOK TEACHES LAWYERS HOW TO ADJUST THEIR WRITING TO ACCOMMODATE TWELVE DIFFERENT LEGAL AUDIENCES. EACH CHAPTER ADDRESSES A DIFFERENT AUDIENCE FOR LEGAL WRITING, INCLUDING CONSUMERS, SUPERVISORS, AND TRIAL JUDGES. FIRST, EACH CHAPTER DEFINES THE NEEDS OF A SPECIFIC AUDIENCE. NEXT, THE CHAPTER OFFERS TIPS DESIGNED TO IMPROVE LEGAL WRITING FOR THAT AUDIENCE. FINALLY, SCHIESS CITES EXAMPLES OF POOR LEGAL WRITING AND INCLUDES EXPLANATIONS OF WHY THE POOR EXAMPLES SHOULD BE FIXED AND HOW TO DO IT. READERS WILL FIND SENTENCE STRUCTURE ADVICE, AS WELL AS ADVICE ON ORGANIZATION, TONE, FORMAT, AND DOCUMENT DESIGN. USING A SHORT, CLEAR, AND EASY-TO-READ FORMAT, THIS BOOK IS IDEAL FOR PRACTICING LAWYERS OR LAW STUDENTS WHO WANT TO IMPROVE THEIR WRITING. "WAYNE SCHIESS KNOWS HIS STUFF, AND IT SHOWS IN THIS SUPERB BOOK. ANY LAWYER OR PARALEGAL WHO WANTS TO WRITE BETTER - AND THEREFORE SUCCEED MORE OF THE TIME - SHOULD KEEP THIS BOOK CLOSE AT HAND." -- BRYAN A. GARNER, PRESIDENT, LAWPROSE, INC. "A FINE BOOK FILLED WITH SOUND, PROGRESSIVE ADVICE ABOUT WRITING FOR MANY DIFFERENT LEGAL AUDIENCES. SCHIESS IS SQUARELY ON THE SIDE OF PLAIN ENGLISH--BLESS HIM. HE WILL SHOW YOU THE WAY TO BETTER LEGAL WRITING." -- JOE KIMBLE, THOMAS COOLEY LAW SCHOOL "WAYNE SCHIESS MAKES MANY SUPERB SUGGESTIONS FOR IMPROVING YOUR WRITING BY CONSIDERING YOUR AUDIENCE'S NEEDS AND SENSIBILITIES." -- RICHARD K. NEUMANN, JR., HOFSTRA LAW SCHOOL "THE WRITING TIPS IN THIS BOOK WORK... IT IS EASY TO READ, EASY TO USE, AND -- ESPECIALLY CONSIDERING THE TYPE OF BOOK IT IS -- SURPRISINGLY ENJOYABLE." -- TRIAL, JANUARY 2004

TEACHINGLAW.COM - DIANA DONAHOE 2007-01-01

TEACHINGLAW.COM BRINGS THE CLASSROOM TO LIFE: - ENGAGES STUDENTS BOTH INSIDE AND OUTSIDE OF THE CLASSROOM, USING MULTIMEDIA, ANIMATION, ANNOTATED SAMPLES, AND INTERACTIVE EXERCISES TO COVER RESEARCH, WRITING, GRAMMAR, AND CITATION - MERGES A SOPHISTICATED PEDAGOGICAL DESIGN WITH CONTENT, BOTH AUTHORED BY PROFESSOR

DIANA DONAHOE GIVES INSTRUCTORS THE MEANS TO ENHANCE TRADITIONAL LECTURES WITH MORE INTERACTIVE AND COLLABORATIVE TEACHING METHODS THAT COMPLEMENT THEIR OWN STYLE AND EXPERTISE - PROVIDES A DISCOVERYBASED, ACTIVE LEARNING ENVIRONMENT WHERE STUDENTS CAN READ, RESEARCH, AND WRITE SIMULTANEOUSLY AND DIGEST MATERIAL MORE THOROUGHLY AND EFFECTIVELY - ALLOWS FOR A PAPERLESS CLASSROOM! AS A CLASSROOM MANAGEMENT SYSTEM, THIS ONLINE COURSEBOOK ALLOWS INSTRUCTORS TO UPLOAD PROJECTS AND COURSE MATERIALS INTO FILE FOLDERS FROM WHICH STUDENTS CAN DOWNLOAD PROJECTS AND UPLOAD FINISHED, AUTOMATICALLY TIME-STAMPED ASSIGNMENTS - CLASS-TESTED FOR TWO YEARS -- AND IN USE FOR THE 2006-2007 ACADEMIC YEAR -- AT GEORGETOWN UNIVERSITY

ESSENTIAL LAWYERING SKILLS - STEFAN H. KRIEGER 2003

THIS UP-TO-DATE BOOK INCLUDES RECENT RESEARCH AND SCHOLARSHIP IN ALL FOUR SKILLS: INTERVIEWING, COUNSELING, NEGOTIATION, AND FACT ANALYSIS. DRAWING ON YEARS OF TEACHING EXPERIENCE, THE AUTHOR SHOW STUDENTS HOW TO ORGANIZE, ANALYZE, AND MARSHAL FACTS INTO POWERFULLY PERSUASIVE ARGUMENTS. THIS HIGHLY-EFFECTIVE TEXT OFFERS: A UNIQUE EMPHASIS ON FACT ANALYSIS THAT SHOWS STUDENTS HOW TO RECOGNIZE, ORGANIZE, AND UTILIZE THE PERSUASIVE VALUE OF FACTS, WITH NEW CHARTS, ILLUSTRATING FACTUAL PATTERNS AND ORGANIZATION EXPERT INSTRUCTION IN ESSENTIAL LEGAL SKILLS FROM A HIGHLY EXPERIENCED AUTHOR TEAM, COVERING THE BASICS OF PROBLEM SOLVING, INTERVIEWING, COUNSELING, AND NEGOTIATING A STREAMLINED, EXAMPLE-DRIVEN PRESENTATION MINIMIZING THEORETICAL DIGRESSIONS, AND INSTEAD, DRAWING STUDENTS INTO REAL CASE SITUATIONS AND PROBLEM-SOLVING SCENARIOS CONSISTENT ATTENTION TO ETHICAL CONCERNS, ALERTING STUDENTS TO ISSUES OF MORAL AND PROFESSIONAL CONDUCT WHEREVER APPROPRIATE THIS NEW EDITION ALSO FEATURES: THREE NEW CHAPTERS: COMMUNICATIONAL SKILLS, CROSS-CULTURAL ISSUES, AND FACT INVESTIGATION FOCUS ON PROFESSIONALISM THAT INCLUDES WORKING WITH CLIENTS, PROBLEM-SOLVING WITH ADVERSARIES, AND REFLECTING ON CORE ISSUES AND MORE EXAMPLES FROM CRIMINAL LAW, THE AREA OF THE LAW MOST FAMILIAR TO FIRST-YEAR STUDENTS THOROUGH COVERAGE OF THE SKILLS INVOLVED IN BOTH ADVERSARIAL AND PROBLEM-SOLVING NEGOTIATION - RICHARD K. NEUMANN JR. 2012-12-11

THE HIGHLY RESPECTED AUTHOR OF *TRANSACTIONAL LAWYERING SKILLS* HAS WRITTEN AND CO-WRITTEN SOME OF THE TOP-SELLING BOOKS IN THE FIELD. DESIGNED TO SUPPLEMENT *CONTRACT DRAFTING* AND *TRANSACTIONAL SKILLS* COURSES, HIS CONCISE, STRAIGHTFORWARD EXPLANATION OF PROFESSIONALISM COVERS WORKING WITH TRANSACTION CLIENTS; PROBLEM-SOLVING AND PROBLEM-PREVENTION; AND TRANSACTIONAL INTERVIEWING, COUNSELING, AND NEGOTIATION. PROFESSIONAL RESPONSIBILITY ISSUES ARE FULLY INTEGRATED THROUGHOUT THE MATERIAL. GOING BEYOND SIMPLE THEORY, THE TEXT PROVIDES A SUCCINCT EXPLANATION OF THE LAWYER-CLIENT RELATIONSHIP AS WELL AS THE MECHANICS OF TRANSACTIONAL LAWYERING. *TRANSACTIONAL LAWYERING SKILLS* CAN BE USED TO HELP ADD A THIRD CREDIT TO A 2-CREDIT CONTRACT DRAFTING COURSE. FEATURES CONCISE, STRAIGHTFORWARD EXPLANATIONS OF PROFESSIONALISM WORKING WITH TRANSACTION CLIENTS PROBLEM-SOLVING AND PROBLEM-PREVENTION TRANSACTIONAL INTERVIEWING, COUNSELING, AND NEGOTIATION HIGHLY RESPECTED AUTHOR HAS WRITTEN/CO-WRITTEN TOP-SELLING BOOKS IN THE FIELD INTEGRATED COVERAGE OF PROFESSIONAL RESPONSIBILITY ISSUES CLEAR AND SUCCINCT DISCUSSION OF LAWYER-CLIENT RELATIONSHIP COVERS THE MECHANICS OF TRANSACTIONAL LAWYERING GOES BEYOND SIMPLE THEORY CAN BE USED TO HELP ADD A THIRD CREDIT TO A 2-CREDIT CONTRACT DRAFTING COURSE

LAWYERING SKILLS IN THE DOCTRINAL CLASSROOM - TAMMY PETTINATO OLTZ 2020

"AFTER DECADES OF TAKING A BACK SEAT TO DOCTRINE, LAWYERING SKILLS HAVE LATELY BECOME THE STAR OF THE LEGAL EDUCATION REFORM MOVEMENT. FEW LAW SCHOOLS CONTINUE TO QUESTION WHETHER ESSENTIAL LAWYERING SKILLS SUCH AS LEGAL WRITING, RESEARCH, AND ADVOCACY DESERVE A PROMINENT PLACE IN THE CURRICULUM. YET LAW SCHOOLS CONTINUE TO STRUGGLE WITH AN ARTIFICIAL SPLIT BETWEEN "DOCTRINAL" COURSES AND "SKILLS" COURSES--A SPLIT THAT IGNORES BEST PRACTICES AND UNDERMINES STUDENT LEARNING. IN THIS BOOK, WHICH INCLUDES AN INTRODUCTION BY SOPHIE SPARROW, MORE THAN TWENTY LAW PROFESSORS WHO HAVE FIGURED OUT HOW TO BRIDGE THE GAP SHOW WHY INTEGRATING SKILLS INTO TRADITIONAL DOCTRINAL COURSES IS CRUCIAL TO STUDENT LEARNING AND OFFER PROVEN STRATEGIES FOR HOW TO DO IT"-- - RUSSELL SANDBERG 2021-07-30

PROVOCATIVE, AUDACIOUS AND CHALLENGING, THIS BOOK REJUVENATES NOT ONLY THE HISTORICAL STUDY OF LAW AND BUT ALSO THE ROLE OF LAW SCHOOLS BY ASKING WHICH STORIES WE TELL AND WHICH STORIES WE FORGET. IT ARGUES THAT A HISTORICAL APPROACH TO LAW SHOULD BE AT THE BEATING HEART OF THE LAW SCHOOL CURRICULUM. FAR FROM BEING ARCHAIC, ELITIST AND DULL, HISTORICAL PERSPECTIVES ON LAW ARE AND SHOULD BE SUBVERSIVE. COMPARISON WITH THE PAST UNDERSCORES: HOW THE LAW AND LEGAL INSTITUTIONS ARE NOT FIXED BUT ARE CONSTRUCTED; THAT EVERY LINE DRAWN IN THE LAW AND EVERYTHING THE LAW HOLDS AS SACRED IS ARBITRARY; AND HOW THE ENVIRONMENT INTO WHICH LAW STUDENTS ARE SOCIALISED IS A HISTORICAL CONSTRUCT. A SUBVERSIVE APPROACH IS NEEDED TO HIGHLIGHT, QUESTION, DE-CONSTRUCT AND RE-CONSTRUCT THE AUTHORED NATURE OF THE LAW, REVEALING THAT THAT LEGAL CHANGE ON A LARGER SCALE IS POSSIBLE. SUBVERSIVE LEGAL HISTORY IS NOT A TYPE OF LEGAL HISTORY BUT IS A CHARACTERISTIC. IT DESCRIBES A LEGAL METHOD THAT SHOULD NOT BE THE PRESERVE ONLY OF SPECIALIST LEGAL HISTORIANS BUT RATHER SHOULD BE PART OF THE TOOLKIT OF ALL LAW STUDENTS, TEACHERS AND RESEARCHERS. THE BOOK WILL BE ESSENTIAL READING FOR ALL WHO WORK AND STUDY IN LAW SCHOOLS, PROPOSING A RADICAL NEW APPROACH NOT ONLY TO THE HISTORICAL STUDY OF LAW BUT TO THE CONTENT, PURPOSE AND AMBITION OF LEGAL EDUCATION. A SUBVERSIVE APPROACH CAN REVOLUTIONISE LAW SCHOOLS PROVIDING A MORE AMBITIOUS LEGAL EDUCATION WHICH IS GROUNDED IN THE SOCIO-LEGAL REALITY, HELPING TO ENSURE THAT TODAY'S LAW STUDENTS ARE BETTER EQUIPPED TO BE THE PROFESSIONALS AND CITIZENS OF TOMORROW.