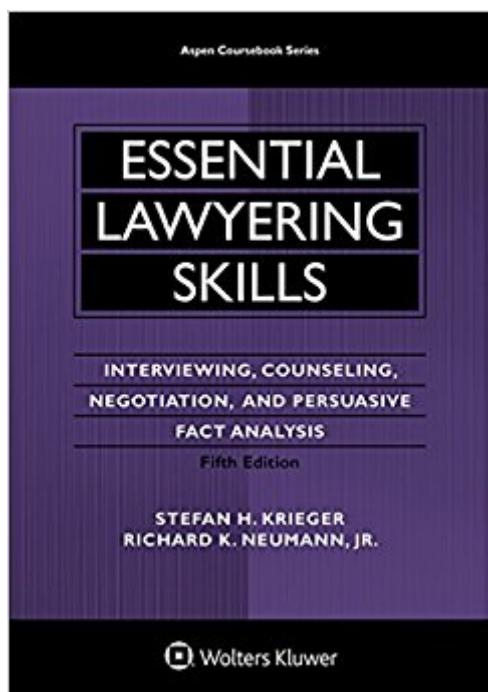


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# Essential Lawyering Skills: Interviewing, Counseling, Negotiation, And Persuasive Fact Analysis (Aspen Coursebook Series)



## **Synopsis**

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.

## **Book Information**

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## **Customer Reviews**

It is extremely important to read this book before endeavoring law school. I have been preparing my law skills for almost a year. I have been reading: civil law, criminal law, torts, contracts, and constitutional law. However, essential lawyering skills, I recommend, it should be the first book you read whether you are very much interested in going to law school. It has the essentials for practicing law in a broad and specific range.

Just a basic law school ethics book. Not practical and tends to condescend on every page.

Great informational book.

The book might help for some BS class, but in the real world, I wouldn't bother with it. Just go ask/observe an experienced attorney how to handle the situations.

In GREAT shape!!! Thanks!!!!

Book was in good condition.

This book is terrible, it is condescending and completely useless. One of the Authors has never actually practiced law! DO NOT BUY!!!!

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