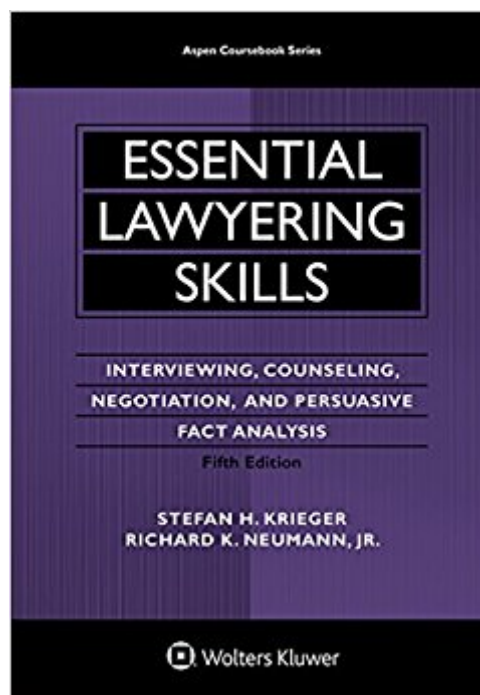




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Essential Lawyering Skills: Interviewing, Counseling, Negotiation, And Persuasive Fact Analysis (Aspen Coursebook Series)



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

File Size: 6939 KB

Print Length: 393 pages

Simultaneous Device Usage: Up to 4 simultaneous devices, per publisher limits

Publisher: Aspen Publishers; 5 edition (February 13, 2015)

Publication Date: February 13, 2015

Sold by: Amazon Digital Services LLC

Language: English

ASIN: B00TMFQBYI

Text-to-Speech: Enabled

X-Ray: Not Enabled

Word Wise: Enabled

Lending: Not Enabled

Screen Reader: Supported

Enhanced Typesetting: Enabled

Best Sellers Rank: #239,016 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #27

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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 basis 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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