
Storytelling For Lawyers

The Young Lawyer's Jungle Book
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 Grit, the Secret to Advancement
 Easy Steps to Presenting an Unforgettable Story
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 On the Jury Trial
 A Novel
 Beyond the Basics for All who Tell Stories in Work Or Play

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ERICKSON AMIR

The Young Lawyer's Jungle Book

Pearson Education

Unlock the amazing story buried in your presentation—and forget boring, bullet-point-riddled slides forever! Guided by communications expert Cliff Atkinson, you'll walk you through an innovative, three-step methodology for increasing the impact of your presentation. Discover how to combine classic storytelling techniques with the power of visual media to create a rich, engaging experience with your audience. Fully updated for PowerPoint 2010, and featuring compelling presentation examples from classroom to boardroom, this book will help transform your presentations—and your business impact!

Archival Storytelling: A Filmmaker's Guide to Finding, Using, and Licensing Third-Party Visuals and Music

Moody Publishers

From renowned trial attorney and New York Times bestselling author Gerry Spence: a must own book for every lawyer and business professional seeking to make cutting-edge winning presentations--in court, at work, everywhere, any time. Gerry Spence is perhaps America's most renowned and successful trial lawyer, a man known for his deep convictions and his powerful courtroom presentations when he argues on behalf of ordinary people. Frequently pitted against teams of lawyers thrown against him by major corporate or government interests, he has never lost a criminal case and has not lost a civil jury trial since 1969. In Win Your Case, Spence shares a lifetime of experience teaching you how to win in any

arena—the courtroom, the boardroom, the sales call, the salary review, the town council meeting—every venue where a case is to be made against adversaries who oppose the justice you seek. Relying on the successful courtroom methods he has developed over more than half a century, Spence shows both lawyers and laypersons how you can win your cases as he takes you step by step through the elements of a trial—from jury selection, the opening statement, the presentation of witnesses, their cross-examinations, and finally to the closing argument itself. Spence teaches you how to prepare yourselves for these wars. Then he leads you through the new, cutting-edge methods he uses in discovering the story in which you form the evidence into a compelling narrative, discover the point of view of the decision maker, anticipate and answer the counterarguments, and finally

conclude the case with a winning final argument. To make a winning presentation, you are taught to prepare the power-person (the jury, the judge, the boss, the customer, the board) to hear your case. You are shown that your emotions, and theirs, are the source of your winning. You learn the power of your own fear, of honesty and caring and, yes, of love. You are instructed on how to role-play through the use of the psychodramatic technique, to both discover and tell the story of the case, and, at last, to pull it all together into the winning final argument. Whether you are presenting your case to a judge, a jury, a boss, a committee, or a customer, *Win Your Case* is an indispensable guide to success in every walk of life, in and out of the courtroom.

Beach Lawyer University of Chicago Press
Lawyers today are in a moral crisis. The popular perception of the lawyer, both within the legal community and beyond, is no longer the Abe Lincoln of American mythology, but is often a greedy, cynical manipulator of access and power. In *The Lawyer's Myth*, Walter Bennett goes beyond the caricatures to explore the deeper causes of why lawyers are losing their profession and what it will take to bring it back. Bennett draws on his experience as a lawyer, judge, and law teacher, as well as upon oral histories of lawyers and judges, in his exploration of how and why the legal profession has lost its ennobling mythology. Effectively using examples from history, philosophy, psychology, mythology, and literature, Bennett shows that the loss of professionalism is more than merely the emergence of win-at-all-cost strategies and a scramble for personal wealth. It is something more profound—a loss of professional community and soul. Bennett identifies the old heroic myths of American lawyers and shows how they informed the values of professionalism through the middle of the last century. He shows why, in our more diverse society, those myths are inadequate guides for today's lawyers. And he also discusses the profession's agony over its trickster image and demonstrates how that archetype is not only a psychological reality, but a necessary component of a vibrant professional mythology for lawyers. At the heart of Bennett's eloquently written book is a call to reinvigorate the legal professional community. To do this, lawyers must revive their creative capacities and develop a meaningful, professional mythology—one based on a deeper understanding of professionalism and a broader, more compassionate ideal

of justice.

Improving Your Storytelling Post Hill Press
After five grueling years, Robert Worth is just days away from making partner at a powerful Santa Monica law firm. When a client confides in him that senior partner Jack Pierce sexually assaulted her, Robert breaks two of his mentor's cardinal rules: Never let yourself get emotional about clients. And never make an enemy of Jack Pierce. Robert crosses Pierce and is fired on the spot, losing not only his job but also his reputation. Advised to go quietly, Robert vows revenge against the ruthless man who betrayed him. But his investigation uncovers a twisted shadow world of sex, infidelity, and deception, where nothing is as it seems and no one can be trusted. Only one thing is clear: Pierce will go the limit to keep his secrets. This straight shooter will need to use every angle if he hopes to win. But could victory come at too high a price?

Just Pursuit August House
Storytelling for Lawyers Oxford University Press, USA

How America Criminalizes Black Youth Taylor & Francis
"All Her Little Secrets is a brilliantly nuanced but powerhouse exploration of race, the legal system, and the crushing pressure of keeping secrets. Morris brings a vibrant and welcome new voice to the thriller space." —Karin Slaughter, *New York Times* and international bestselling author
In this fast-paced thriller, Wanda M. Morris crafts a twisty mystery about a black lawyer who gets caught in a dangerous conspiracy after the sudden death of her boss . . . A debut perfect for fans of Attica Locke, Alyssa Cole, Harlan Coben, and Celeste Ng, with shades of *How to Get Away with Murder* and John Grisham's *The Firm*. Everyone has something to hide... Ellice Littlejohn seemingly has it all: an Ivy League law degree, a well-paying job as a corporate attorney in midtown Atlanta, great friends, and a "for fun" relationship with a rich, charming executive, who just happens to be her white boss. But everything changes one cold January morning when Ellice arrives in the executive suite and finds him dead with a gunshot to his head. And then she walks away like nothing has happened. Why? Ellice has been keeping a cache of dark secrets, including a small-town past and a kid brother who's spent time on the other side of the law. She can't be thrust into the spotlight—again. But instead of grieving this tragedy, people are gossiping, the police are getting suspicious, and Ellice, the company's lone black attorney, is promoted to replace her boss. While the

opportunity is a dream-come-true, Ellice just can't shake the feeling that something is off. When she uncovers shady dealings inside the company, Ellice is trapped in an impossible ethical and moral dilemma. Suddenly, Ellice's past and present lives collide as she launches into a pulse-pounding race to protect the brother she tried to save years ago and stop a conspiracy far more sinister than she could have ever imagined...

Storytelling for Lawyers UBC Press

Two outstanding Texas trial lawyers—one of whom is now an equally respected district judge—have written *On the Jury Trial*, a "must have" reference for any trial lawyer aspiring to excellence or seeking to maintain it. Thomas M. Melsheimer and Judge Craig Smith have crafted a narrative-driven advice guide for trial lawyers to hone their craft. Chapter topics include voir dire, opening statement, preparing witnesses, cross examination, using exhibits, closing argument, jury research, and more, with excellent examples and "do's and don'ts" provided throughout. Think of this book as the senior law partner's memo to associates on how to really try a case. Looking for fly-on-the-wall insight into world-class trial preparation and strategy? Here it is. A behind-the-scenes tour of the inner workings of the judicial process? This book has you covered. Its combination of advice, illustration, and commentary is every bit as valuable as it is unique. Every litigator should have this book on the shelf, no matter the state in which they practice. The jury trial is a critical component of our democratic society, and its use in civil cases is unique to the United States. It is truly an example of our participatory democracy in action, and yet the jury trial is under attack from all sides, most notably from special interest groups who seek to have more cases decided by individual judges or by arbitration. These efforts have resulted in a decline of civil jury trials all over the country. A decline in the jury trial is a decline in justice. To preserve the jury trial, we must preserve the skills of trying a case effectively and efficiently. *On the Jury Trial*, in no small way, will add significantly to that effort.

Using Stories to Advocate, Influence, and Persuade Macmillan

When the members of the group, who had been pushed to the margins and refused a voice, began to rediscover their identity, the idea for this anthology was born. "This book will arouse interest in anyone involved in, or moved by, the "Changing Lives through Literature" program. It is truly a valuable gift for alternative learners: criminal offenders in or out of

prison, displaced workers, and any reader failed by the traditional educational system."--BOOK JACKET.

Nothing But the Truth Oxford University Press, USA

Can you captivate an audience with your story? Many of us would love to hold the attention of a crowd, a classroom, or just a group of our friends by telling them a great story. We have felt the pressure of a public presentation or the disappointment of telling a story that others ignore. We are ready to be heard, ready to captivate. In *The Art of Storytelling*, John Walsh takes us through the steps to presenting a compelling story—outlining the strategies that helped him move from stutterer to storyteller. This book will help any person with a story to share by walking you through all aspects of presentation . . . from what to do with your hands as you speak all the way to crafting a killer ending. Whether you're telling bedtime stories to your children or Bible stories to a congregation, this book will take your storytelling to a new level.

Storytelling Skills for Librarians Harlequin Accounts of law problems and the way they were handled, written by the responsible lawyers

Beyond Bullet Points Vintage

This unique volume contains new research by the ABA Commission on Women in the Profession begun two years ago on grit and growth mindset, two traits that have been shown to impact the success of women lawyers. The original study focused on large law firms; the Commission's expanded research covered all legal work environments: solo practice; small, medium, and large firms; corporations; government; and nonprofits. The book also is a collection of 47 letters from a group of diverse women who have used these principles to advance in their careers, and each woman shares her advice, insight, and e.

Reviving Ideals in the Legal Profession University of North Texas Press

Look for Dan Abrams and David Fisher's new book, *Kennedy's Avenger: Assassination, Conspiracy, and the Forgotten Trial of Jack Ruby*. Instant New York Times bestseller! A Winner of the Barondess/Lincoln Award A Washington Independent Review of Books Favorite Book of 2018 A Suspense Magazine Best Book of 2018 A Mental Floss Best Book of 2018 A USA Today Top 10 Hot Book for Summer "Makes you feel as if you are watching a live camera riveted on a courtroom more than 150 years ago."

—Diane Sawyer The true story of Abraham Lincoln's last murder trial, a case in which he had a deep personal involvement—and

which played out in the nation's newspapers as he began his presidential campaign At the end of the summer of 1859, twenty-two-year-old Peachy Quinn Harrison went on trial for murder in Springfield, Illinois. Abraham Lincoln, who had been involved in more than three thousand cases—including more than twenty-five murder trials—during his two-decades-long career, was hired to defend him. This was to be his last great case as a lawyer. What normally would have been a local case took on momentous meaning. Lincoln's debates with Senator Stephen Douglas the previous fall had gained him a national following, transforming the little-known, self-taught lawyer into a respected politician. He was being urged to make a dark-horse run for the presidency in 1860. Taking this case involved great risk. His reputation was untarnished, but should he lose this trial, should Harrison be convicted of murder, the spotlight now focused so brightly on him might be dimmed. He had won his most recent murder trial with a daring and dramatic maneuver that had become a local legend, but another had ended with his client dangling from the end of a rope. The case posed painful personal challenges for Lincoln. The murder victim had trained for the law in his office, and Lincoln had been his friend and his mentor. His accused killer, the young man Lincoln would defend, was the son of a close friend and loyal supporter. And to win this trial he would have to form an unholy allegiance with a longtime enemy, a revivalist preacher he had twice run against for political office—and who had bitterly slandered Lincoln as an "infidel...too lacking in faith" to be elected. Lincoln's Last Trial captures the presidential hopeful's dramatic courtroom confrontations in vivid detail as he fights for his client—but also for his own blossoming political future. It is a moment in history that shines a light on our legal system, as in this case Lincoln fought a legal battle that remains incredibly relevant today.

Storycraft, Second Edition New York : McGraw-Hill

It could be argued that to tell stories is to be human. Storytelling evolved alongside us to provide entertainment via literature, plays, and visual arts. It helps shape society through parables, moral tales, and religion. Storytelling plays a role in business, law, medicine, and education in modern society. Academic librarians can apply storytelling in the same way that teachers, entertainers, lawyers, and businesspeople have done for centuries, as education within information literacy

instruction and as communication in the areas of reference, outreach, management, assessment, and more. *Once Upon a Time in the Academic Library* explores applications of storytelling across academic librarianship in three sections: The Information Literacy Classroom The Stacks Physical and Virtual Library Spaces A thorough introduction discusses the historical and theoretical roots of storytelling, as well as the mechanics and social justice applications. Chapter authors demonstrate using storytelling to share diverse viewpoints that connect with their users, and each chapter contains practical examples of how storytelling can be used within the library and cultural considerations for the audience. The first section focuses on storytelling as a pedagogical tool; the others include examples of how storytelling has been used as a communication method in sharing and developing collections, at service points, and in online spaces. *Once Upon a Time in the Academic Library* can provide ideas and inspiration for incorporating storytelling into your teaching and communication, and inspire you to invent new ways of using it in your work.

Articulate Advocate Amer Bar Assn

"A moving and beautifully crafted memoir."—SCOTT TUROW "A daring act of justified defiance."—SHAKA SENGHOR "Nothing less than heroic."—JOHN GRISHAM He was seventeen when an all-white jury sentenced him to prison for a crime he didn't commit. Now a pioneering lawyer, he recalls the journey that led to his exoneration—and inspired him to devote his life to fighting the many injustices in our legal system. Seventeen years old and facing nearly thirty years behind bars, Jarrett Adams sought to figure out the why behind his fate. Sustained by his mother and aunts who brought him back from the edge of despair through letters of prayer and encouragement, Adams became obsessed with our legal system in all its damaged glory. After studying how his constitutional rights to effective counsel had been violated, he solicited the help of the Wisconsin Innocence Project, an organization that exonerates the wrongfully convicted, and won his release after nearly ten years in prison. But the journey was far from over. Adams took the lessons he learned through his incarceration and worked his way through law school with the goal of helping those who, like himself, had faced our legal system at its worst. After earning his law degree, he worked with the New York Innocence Project, becoming the first

exoneree ever hired by the nonprofit as a lawyer. In his first case with the Innocence Project, he argued before the same court that had convicted him a decade earlier—and won. In this illuminating story of hope and full-circle redemption, Adams draws on his life and the cases of his clients to show the racist tactics used to convict young men of color, the unique challenges facing exonerees once released, and how the lack of equal representation in our courts is a failure not only of empathy but of our collective ability to uncover the truth. Redeeming Justice is an unforgettable firsthand account of the limits—and possibilities—of our country's system of law.

Stories of Successful Women Lawyers
Oxford University Press

#1 NEW YORK TIMES BESTSELLER •

Michael Brock is billing the hours, making the money, rushing relentlessly to the top of Drake & Sweeney, a giant D.C. law firm. One step away from partnership, Michael has it all. Then, in an instant, it all comes undone. A homeless man takes nine lawyers hostage in the firm's plush offices. When it is all over, the man's blood is splattered on Michael's face—and suddenly Michael is willing to do the unthinkable. Rediscovering a conscience he lost long ago, Michael is leaving the big time for the streets where his attacker once lived—and where society's powerless need an advocate for justice. But there's one break Michael can't make: from a secret that has floated up from the depths of Drake & Sweeney, from a confidential file that is now in Michael's hands, and from a conspiracy that has already taken lives. Now Michael's former partners are about to become his bitter enemies. Because to them, Michael Brock is the most dangerous man on the streets.

[Using Microsoft PowerPoint to Create Presentations That Inform, Motivate, and Inspire](#) Thomas & Mercer

Discusses methods of storytelling, and encourages the storyteller to think on their feet, by using facial expressions, voice control, timing, hand movements, style, imagery, and other details that enhance a tale-telling session

[Win Your Case](#) Crown King Books

Jack Hart, master writing coach and former managing editor of the Oregonian, has guided several Pulitzer Prize-winning narratives to publication. Since its publication in 2011, his book *Storycraft* has become the definitive guide to crafting narrative nonfiction. This is the book to read to learn the art of storytelling as embodied in the work of writers such as David Grann, Mary Roach, Tracy Kidder, and John McPhee. In this new edition, Hart

has expanded the book's range to delve into podcasting and has incorporated new insights from recent research into storytelling and the brain. He has also added dozens of new examples that illustrate effective narrative nonfiction. This edition of *Storycraft* is also paired with *Wordcraft*, a new incarnation of Hart's earlier book *A Writer's Coach*, now also available from Chicago.

Storytelling for Lawyers University of Michigan Press

Storytelling is primal for humans—one of the few human traits that is truly universal across cultures and through all of known history. The goal of *Storytelling for the Defense* is to help defense attorneys understand and reclaim the fundamental value of storytelling in the context of persuading jurors and winning cases. Defense attorneys must realize that the power of the narrative is not the sole purview of the plaintiff. The book demonstrates that a compelling story, not facts or logic alone, is the best defense.

The Art and Science of Public Speaking at Hearings and Trials National Inst for Trial Advocacy

In this remarkable collaboration, one of the nation's leading civil rights lawyers joins forces with one of the world's foremost cultural psychologists to put American constitutional law into an American cultural context. By close readings of key Supreme Court opinions, they show how storytelling tactics and deeply rooted mythic structures shape the Court's decisions about race, family law, and the death penalty. *Minding the Law* explores crucial psychological processes involved in the work of lawyers and judges: deciding whether particular cases fit within a legal rule ("categorizing"), telling stories to justify one's claims or undercut those of an adversary ("narrative"), and tailoring one's language to be persuasive without appearing partisan ("rhetorics"). Because these processes are not unique to the law, courts' decisions cannot rest solely upon legal logic but must also depend vitally upon the underlying culture's storehouse of familiar tales of heroes and villains. But a culture's stock of stories is not changeless. Amsterdam and Bruner argue that culture itself is a dialectic constantly in progress, a conflict between the established canon and newly imagined "possible worlds." They illustrate the swings of this dialectic by a masterly analysis of the Supreme Court's race-discrimination decisions during the past century. A passionate plea for heightened consciousness about the way law is practiced and made, *Minding the Law*/tilte

will be welcomed by a new generation concerned with renewing law's commitment to a humane justice. Table of Contents: 1. Invitation to a Journey 2. On Categories 3. Categorizing at the Supreme Court *Missouri v. Jenkins* and *Michael H. v. Gerald D.* 4. On Narrative 5. Narratives at Court *Prigg v. Pennsylvania* and *Freeman v. Pitts* 6. On Rhetorics 7. The Rhetorics of Death *McCleskey v. Kemp* 8. On the Dialectic of Culture 9. Race, the Court, and America's Dialectic From *Plessy* through *Brown* to *Pitts* and *Jenkins* 10. Reflections on a Voyage Appendix: Analysis of Nouns and Verbs in the *Prigg*, *Pitts*, and *Brown* Opinions Notes Table of Cases Index Reviews of this book: Amsterdam, a distinguished Supreme Court litigator, wanted to do more than share the fruits of his practical experience. He also wanted to...get students to think about thinking like a lawyer...To decode what he calls "law-think," he enlisted the aid of the venerable cognitive psychologist Jerome Bruner...[and] the collaboration has resulted in [this] unusual book. --James Ryerson, *Lingua Franca* Reviews of this book: It is hard to imagine a better time for the publication of *Minding the Law*, a brilliant dissection of the court's work by two eminent scholars, law professor Anthony G. Amsterdam and cultural anthropologist Jerome Bruner...Issue by issue, case by case, Amsterdam and Bruner make mincemeat of the court's handling of the most important constitutional issue of the modern era: how to eradicate the American legacy of race discrimination, especially against blacks. --Edward Lazarus, *Los Angeles Times* Book Review Reviews of this book: This book is a gem...[Its thesis] is easily stated but remarkably unrecognized among a shockingly large number of lawyers and law professors: law is a storytelling enterprise thoroughly entrenched in culture...Whereas critical legal theorists have talked among themselves for the past two decades, Amsterdam and Bruner seek to engage all of us in a dialogue. For that, they should be applauded. --Daniel R. Williams, *New York Law Journal* Reviews of this book: In *Minding the Law*, Anthony Amsterdam and Jerome Bruner show us how the Supreme Court creates the magic of inevitability. They are angry at what they see. Their book is premised on the conviction that many of the choices made in Supreme Court opinions 'lack any justification in the text'...Their method is to analyze the text of opinions and to show how the conclusions reached do not always follow from the logic of the argument. They also show how the Court casts its rhetoric like a

spell, mesmerizing its audience, and making the highly contingent shine with the light of inevitability. --Mitchell Goodman, News and Observer (Raleigh, North Carolina) Reviews of this book: What do controversial Supreme Court decisions and classic age-old tales of adultery, villainy, and combat have in common? Everything--at least in the eyes of [Amsterdam and Bruner]. In this substantial study, which is equal parts dense and entertaining, the authors use theoretical discussions of literary technique and myths to expose what they see as the secret intentions of Supreme Court opinions...Studying how lawyers and judges employ the various literary devices at their disposal and noting the similarities between legal thinking and classic tactics of storytelling and persuasion, they believe, can have 'astonishing consciousness-retrieving effects'...The agile minds of Amsterdam and Bruner, clearly storehouses of knowledge on a range of subjects, allow an approach that might sound far-fetched occasionally but pays dividends in the form of gained

perspective--and amusement. --Elisabeth Lasch-Quinn, Washington Times Reviews of this book: Stories and the way judges--intentionally or not--categorize and spin them, are as responsible for legal rulings as logic and precedent, Mr. Amsterdam and Mr. Bruner said. Their novel attempt to reach into the psyche of...members of the Supreme Court is part of a growing interest in a long-neglected and cryptic subject: the psychology of judicial decision-making. --Patricia Cohen, New York Times Most law professors teach by the 'case method,' or say they do. In this fascinating book, Anthony Amsterdam--a lawyer--and Jerome Bruner--a psychologist--expose how limited most case 'analysis' really is, as they show how much can be learned through the close reading of the phrases, sentences, and paragraphs that constitute an opinion (or other pieces of legal writing). Reading this book will undoubtedly make one a better lawyer, and teacher of lawyers. But the book's value and interest goes far beyond the legal profession, as it analyzes the way that rhetoric--in law, politics, and beyond--creates pictures and convictions in the

minds of readers and listeners. --Sanford Levinson, author of Constitutional Faith Tony Amsterdam, the leader in the legal campaign against the death penalty, and Jerome Bruner, who has struggled for equal justice in education for forty years, have written a guide to demystifying legal reasoning. With clarity, wit, and immense learning, they reveal the semantic tricks lawyers and judges sometimes use--consciously and unconsciously--to justify the results they want to reach. --Jack Greenberg, Professor of Law, Columbia Law School *Minding the Law* Convergent Books The practice of law is the business of persuasion, and storytelling is the most effective means of persuading. A credible lawyer capable of telling a well-reasoned story that moves the listener will always beat the lawyer who cannot. This entertaining book shows you how to convey legal information in a cogent, persuasive way to the client who needs the help, to opposing counsel, and to the decision-maker who has to make the final call."

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