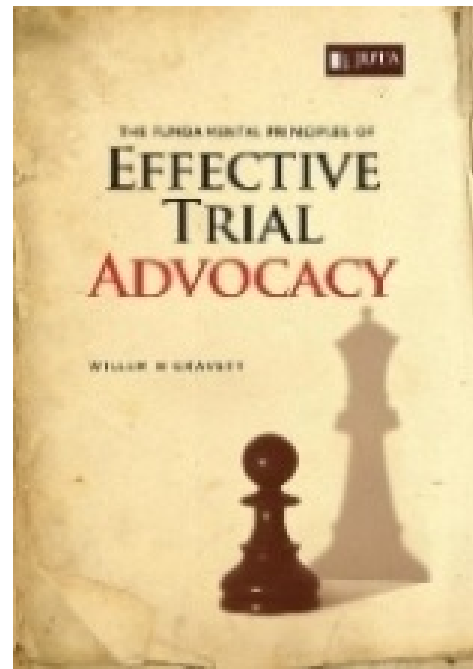


Fundamental Principles of Effective Trial Advocacy, The

Edition: 1st Edition
Publication date: 2009
Author/Editors: Gravett, WH
ISBN: 9780702182112
Format: Soft Cover
Number of Pages: 192
Retail price: R669.00 (incl. VAT, excl. delivery.)
Website Link: juta.co.za/pdf/23015/



About this Publication:

The Fundamental Principles of Effective Trial Advocacy guides the trial lawyer in developing a winning theory and using it throughout every phase of the trial. The text focuses in depth on each phase of the trial from opening statement to examination-in-chief, cross-examination and final argument. The book also examines the characteristics of effective trial lawyers, the rhetorical techniques that enhance the persuasive force of advocacy and the basic principles of formulating effective questions. Practical and engaging examples distill the fundamental principles and strategies that lead to success in the courtroom.

Contents Include:

- The characteristics of effective trial lawyers
- The tools of persuasion
- Asking questions
- Opening statements
- Examination-in-chief
- Cross-examination
- Final argument