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Stefan H. Krieger · Richard K. Neumann Jr.
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Essential Lawyering Skills

Interviewing, Counseling, Negotiation,
and Persuasive Fact Analysis

SEVENTH EDITION



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PUBLISHING

Essential Lawyering Skills Edition Coursebook

**Stefan H. Krieger, Richard K.
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Essential Lawyering Skills Stefan H. Krieger, Richard K. Neumann, Jr., Renée Hutchins Laurent, 2025 Introductory book on lawyering skills

Essential Lawyering Skills Stefan H. Krieger, Richard K. Neumann Jr., Renee McDonald Hutchins, 2020-02-02 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 Ren e 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

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studying law at A Level and undergraduate level as well as being relevant to postgraduate students newly qualified lawyers and tutors of law

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[TM Krieger](#), 2003-04

Global Lawyering Skills Mary-Beth Moylan, Stephanie J. Thompson, 2013 Across practice areas and jurisdictions, new lawyers need fundamental lawyering skills. *Global Lawyering Skills* is designed to teach these fundamental lawyering skills by introducing students to a broader range of skills than a traditional research and writing textbook. While the book covers basic objective and persuasive legal writing skills, it also addresses other lawyering skills such as oral argument, transactional drafting and client interviewing and counseling. Additionally, students need an understanding of how cross-cultural and transnational considerations impact the practice of law. *GLS* is one of the only legal research and writing textbooks available that covers foreign legal systems, intercultural competence and cross-cultural considerations in the practice of law. *GLS* is sufficient for a two-year curriculum but would also work well in a one-, two- or three-semester course.

Lawyers and Clients Stephen Ellmann, 2009 *Lawyers and Clients: Critical Issues in Interviewing and Counseling* examines practical and theoretical challenges lawyers face with clients. Each chapter explores a critical issue in interviewing and counseling, such as developing connection across difference, dealing with atypical clients and using engaged, client-centered counseling. Ellmann, Dinerstein, Gunning, Kruse and Shelleck investigate these issues primarily through detailed analysis of lawyer-client conversations which invite the reader to consider and critique the lawyer's choices. A key theme is engaged, client-centered lawyering which emphasizes the importance of client choice and the impact of lawyers on clients and affirms lawyers' ability to achieve wise engagement with clients.

American Association of Law Libraries Newsletter, 1993

Lawyering Skills Bulletin, 1991

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