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Autore	Guberman Ross
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Nota di contenuto	Cover; POINT MADE; Copyright; Dedication; Contents; Preface to the Second Edition; Acknowledgments for the First Edition; Introduction; PART ONE THE THEME; 1 Brass Tacks : Explain "who, what, when, where, why, how"; Eric Holder, In re Chiquita Banana; Joshua Rosenkranz, Facebook, Inc. v. ConnectU, Inc.; Fred Bartlit, Pinpoint v. Amazon; Brendan Sullivan, Greg Craig, and Nicole Seligman, Calvin Klein Trademark Trust v. Wachner; David Boies and Ted Olson, Hollingsworth v. Perry; Bernie Nussbaum, IBP v. Tyson Foods; Larry Robbins, United States v. Bayly 2 The Short List : Number your path to victoryA. Your list is governed by factors or rules; Seth Waxman, MercExchange v. eBay; B. You need to address threshold questions before addressing the merits; Ted Olson, Robinson v. Bowen; C. Your dispute is complex or fact-driven; Maureen Mahoney, Grutter v. Bollinger; Larry Tribe, Gratz v. Bollinger; Brendan Sullivan, United States v. Forbes; Ted Olson, Office of Independent Counsel v. Favish; D. You need to regain the offensive in response to your opponent 's arguments; Kathleen Sullivan, SEC v. Siebel Systems Herbert Wachtell, NFL Enterprises v. EchoStar SatelliteDavid Boies, Weinstein v. Smokewood Entertainment; 3 Why Should I Care? : Give the

court a reason to want to find for you; A. The fear of misconstruing a doctrine or statute; Carter Phillips, Miller-El v. Dretke; Stephen Shapiro, Stoneridge Investment Partners v. Scientific Atlantica; Barack Obama, Tyus v. Bosley; B. The fear of creating new duties, rules, or defenses; Jamie Gorelick, Carrington v. Duke University; Larry Lessig, Warner Bros. Entertainment v. RDR Books; C. The fear of reaching an unfair result or causing harm

Greg Craig, United States v. Conrad Black; Bernie Nussbaum, Judith Kaye v. Sheldon Silver; Stephen M. Shapiro, Linde v. Arab Bank, PLC; Stephen M. Shapiro, Mayo Collaborative Services v. Prometheus Laboratories, Inc.; Kathleen Sullivan, FCC v. Fox; Ted Olson, MGM v. Grokster; Paul Smith, Keepseagle v. Vilsack; 4 Flashpoint : Draw a line in the sand; Ruth Bader Ginsburg, Regents of the University of California v. Bakke; Walter Dellinger, Rumsfeld v. FAIR; John Roberts, Smith v. Doe; Morgan Chu, TiVo v. EchoStar; Mary Jo White, Trump v. O'Brien; Nancy Abell, Jackson v. Microsoft

Roy Englert, Federal Insurance Company v. Kingdom of Saudi Arabia; Pulling the techniques together: a preliminary statement dissected; Ted Wells, Terra Firma v. Citigroup; PART TWO THE TALE; Fred Bartlit, Stumpf v. Garvey; 5 Panoramic Shot : Set the stage and sound your theme; Ted Wells, Terra Firma v. Citigroup; Joe Jamail, In re Sunbeam Securities Litigation; Larry Tribe, Coalition to Defend Affirmative Action v. Granholm; Andy Frey, BMW v. Gore; Carter Phillips, Fifth Avenue Presbyterian Church v. City of New York; Joshua Rosenkranz, Facebook, Inc. v. ConnectU, Inc.

6 Show, Not Tell : Let choice details speak for themselves

Sommario/riassunto

With Point Made, legal writing expert, Ross Guberman, throws a life preserver to attorneys, who are under more pressure than ever to produce compelling prose. What is the strongest opening for a motion or brief? How to draft winning headings? How to tell a persuasive story when the record is dry and dense? The answers are ""more science than art,"" says Guberman, who has analyzed stellar arguments by distinguished attorneys to develop step-by-step instructions for achieving the results you want. The author takes an empirical approach, drawing heavily on the writings of the nation's 50 most inf

2. Record Nr.	UNISA996387261703316
Autore	Coles Elisha <1640?-1680.>
Titolo	A dictionary, English-Latin, and Latin-English [[electronic resource]] : containing all things necessary for the translating of either language into the other. : To which end many things that were erroneous are rectified, many superfluities retrenched, and very many defects supplied. : And all suited to the meanest capacities in a plainer method than heretofore : being (for ease) reduced to an alphabetical order, and explained in the mother tongue. : And towards the completing of the English part (which has been long desired) here are added thousands of words, phrases, proverbs, proper names, and many other usefull things mentioned in the preface to the work. / / By Elisha Coles, late of Magdalen Colledge, Oxon, now one of the ushers in Merchant-Taylors School, London
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