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Autore	Johnson Brian K
Titolo	The articulate advocate : new techniques of persuasion for trial lawyers // Brian K. Johnson and Marsha Hunter
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Collana	The Articulate Life
Altri autori (Persone)	HunterMarsha
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Nota di contenuto	Cover; Copyright; Contents; Introduction; Chapter One: Your Body; Chapter Two: Your Brain; Chapter Three: Your Voice ; Chapter Four: How to Practice ; Appendices; Appendix 1: Speaking Persuasively, Thinking on Your Feet ; Appendix 2: Video Self-Review Checklist ; Bibliography ; Index; About the Authors; Back Cover
Sommario/riassunto	Unlike other trial advocacy books that teach what to say and do in the courtroom, this reference teaches how to say and do it. Based on 25 years of experience from coaching practitioners, this handbook reveals techniques?incorporating cutting-edge discoveries in linguistics, neuroscience, and sports psychology?to help litigators look, sound, and feel natural and polished in the courtroom. Questions that lawyers face daily, such as What do I do with my hands? Aren't gestures distracting? How do I remember everything? and I tend to talk so fast?how can I slow down? are among the questions address