

Essential Lawyering Skills: Interviewing, Counseling, Negotiation, and Persuasive Fact Analysis (Aspen Coursebook)

Stefan H. Krieger, Richard K., Jr. Neumann



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(Aspen Coursebook) Stefan H. Krieger, Richard K., Jr. Neumann

A readable and concise introduction to the essential skills of interviewing, counseling, negotiation, and fact analysis.

Features:

- Incorporates the latest research on:
 - cognitive science research on fact analysis;
 - storytelling process; and
 - negotiation theory.
- Includes state-of-the-art techniques for fact investigation.
- Plenty of examples promote interest, accessibility, and place topics in context.

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