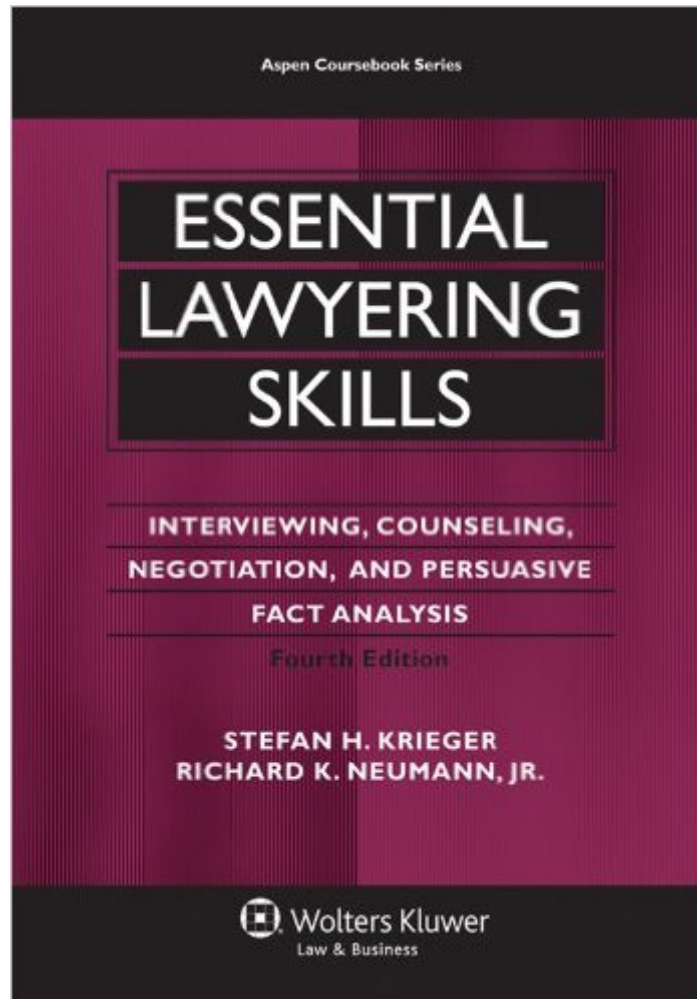


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# Essential Lawyering Skills, 4th Edition (Aspen Coursebooks)



## Synopsis

Essential Lawyering Skills, now in its Fourth Edition, provides concise, straightforward explanations of problem solving, interviewing, counseling, negotiation, and fact analysis. Highly regarded in their field, authors Krieger and Neumann use numerous examples to illustrate new concepts, place topics in context, and engage student interest. Coverage of professional responsibility is integrated throughout the text. The Fourth Edition incorporates insights from the latest research on fact analysis, the storytelling process, and negotiation theory. The updated Teacher's Manual provides new material and suggestions for designing effective experiential learning courses. An ideal vehicle for teaching, Essential Lawyering Skills features:

- clear and succinct discussion that focus on the lawyer-client relationship and the mechanics of negotiation and persuasion, rather than on theory
- complete coverage of problem solving, interviewing, counseling, negotiation, and fact analysis
- an outstanding explication of the persuasive value of facts, with visual aids that show students how to organize their facts into fact patterns
- generous use of interesting examples that place topics in context
- integrated coverage of professional responsibility issues where appropriate

a comprehensive Teacher's Manual

New to the Fourth Edition:

- new insights for fact analysis from cognitive science research
- updated coverage of the storytelling process and negotiation theory
- state-of-the-art techniques for fact investigation

## Book Information

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## Customer Reviews

This book is essentially worthless as a tool for developing lawyering skills; honestly, lawyering skills

are best learned on the job, in person, from practicing attorneys but if you want to get a leg up on those skills, this book isn't it. Much of the book is either too densely packed to be practical, or conveys obvious information that any first year law student will learn in the course of their studies or should already know as functioning members of society. Only if your professor considers this a required course text do I think you should even consider buying it, and certainly don't buy it if you're looking for books on your own to develop your skills. Sadly I had to shell out almost 80 dollars for this book as a required text of my lawyering class, and not only was it rarely used by my Prof, but like I said, it's essentially useless.

The book came packaged in shrink wrap with a yellow sticker that promises a free electronic version of the book inside. I was hoping to read it on my iPad, but the book does not contain any info on how to obtain the electronic version. Instead it has a card inside that gives you "premium content" which is just a bunch of extra memos and other miscellaneous documents that aren't very useful. I suspect that the sticker was a lie. At least there were no promises of cake. The book itself is quite long-winded for a skills-book. Expect to see a lot of cross-references to other sections of the book and artificial, undeveloped examples.

I HAD to purchase this book for a class. It was a total waste of money...for me. The advice is very basic, and I didn't find it all that informative. If you've never had a job--and some law students haven't--then this book may be helpful, but if you've ever observed any professional at work, you've learned everything this book has to say--and more.

This was a required text for a class...we never used it. I took a quick perusal of it on my own though...it sucks. As others have stated, this book is common sense. The 'wisdom' contained within is really only of any value to someone who has social issues or a 10 year old. If you have worked in any kind of office environment you already know 99% of what is in this book. Maybe someone who is straight out of undergrad would find some use. (I feel sorry for your school if you have tons of those types in your law cohort) For every other person, this book is a total rip off especially at \$80. Shameful actually. Unless it is required and you ask your professor and they say "We will absolutely be using the book and discussing excerpts from it" then don't buy it.

90% Horse S\*\*\*. This book could have been 20 pages long. You can learn everything you need to know by reading the section headings and the first sentence under each. Everything else is useless

filler.

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