

## PSC Advocacy and Communication Skills

### Synopsis

*"At last, an advocacy programme that really helps business lawyers."*

The product of collaboration with a number of commercial law firms, this course focuses on key transferable skills that trainees can use as soon as they get back to their work.

### Duration

3 days

### Format

An intensive practical course. Delegates work in teams to prepare and present a case for clients in a dispute over the sale / purchase of a business. The tutor gives detailed feedback throughout the course. Courtroom reconstructions available on DVD as post-course support

### Delegates

Trainee solicitors

Maximum 16 per course

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### Outcomes

As a result of attending the course, you will be able to:

- analyse documents and identify useful and irrelevant material
- prepare effective arguments
- ask questions effectively to support or to undermine a position
- make persuasive submissions

### Content

#### **Building effective communication skills**

Observation, speaking and listening

#### **Making persuasive submissions**

Preparing for interim applications

Arguing effectively in contested chambers applications

Managing documents systematically

Presenting a coherent and persuasive case

Dealing with weaknesses

#### **How to prepare and manage a witness**

Controlling the flow of information during an examination in chief

Using documents and exchanged statements

Planning, testing and undermining – skills for cross examination

Re-examination - repairing and clarifying

#### **Handling the unexpected**

The judge who interrupts

The opponent who objects

Surprise evidence