



Synopsis

Completing the course online builds the confidence and skills required for remote advocacy and meetings. Delegates work together online to prepare and present their case in a dispute over the sale / purchase of a business. They start with interim applications and build towards a final hearing. Using a single realistic case study throughout the course allows the trainees to concentrate on developing their skills.



Trainee Solicitors



18 hours over 3 days

Outcomes

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

- analyse documents and identify material to prioritise
- 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

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