

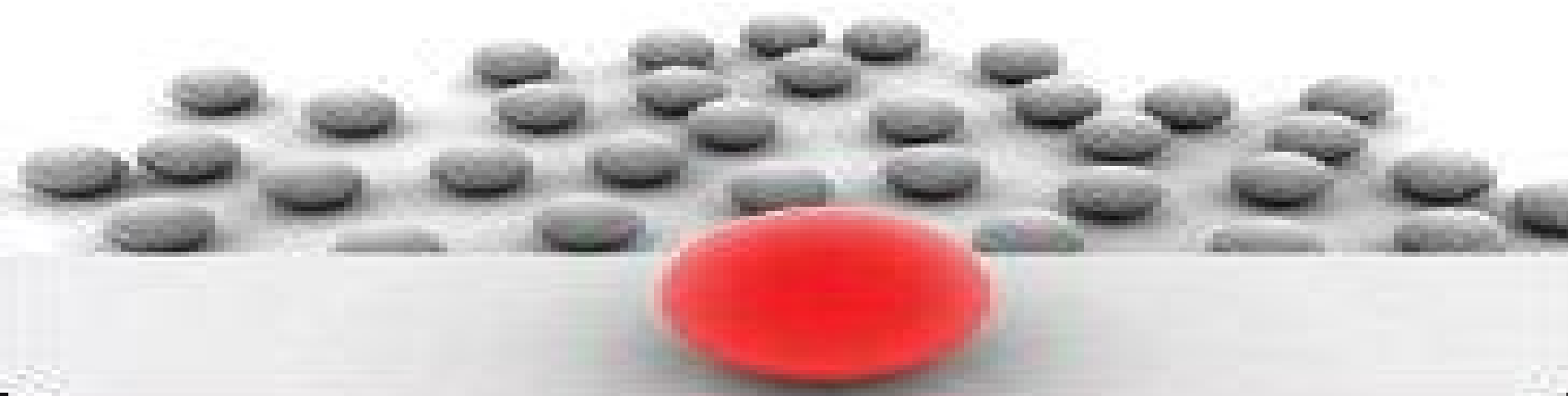
The Persuasive Edge

Second Edition

Richard J. Crawford, Ph.D.
Charlotte A. Morris, M.A.



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Persuasive Edge Second Edition

Richard J. Crawford, Charlotte A. Morris



Persuasive Edge Second Edition:

The Persuasive Edge Richard J. Crawford, Charlotte A. Morris, 2006 This straight forward discussion combines the best academic conclusions from the psychology of human persuasion and decision making with the practical knowledge acquired from litigation throughout the United States to offer you a more purposeful and practical approach to improving your influence and advocacy The authors extensive experience as trial consultants has given them the opportunity to test modern persuasion techniques and research by working inside jury trials and conducting interviews with thousands of real and mock jurors in a wide variety of civil and criminal cases and training opportunities This wealth of experience and unique perspective will assist you in creating a persuasive strategy for all aspects of legal practice but especially within the jury trial This book is not an abstract discussion of communication and persuasion theory but a reference work designed to offer you practical and concrete techniques for improving your persuasive communication skills Managemen Text and Cases

(Second Edition) , **The Winning Edge** Richard H. Lucas, K. Byron McCoy, 1993 Neurolinguistic programming is a psychological technique that explains the ways individuals receive perceive and process information differently Teaching the techniques to lawyers encourages them to listen notice responses and become flexible in their delivery of information to assure the message they are delivering is heard by each receiver This book discusses the importance of rapport in the courtroom and explains how people communicate A step by step guide to negotiating and mediating techniques with tips on avoiding common pitfalls it shows lawyers how to establish and maintain rapport and how to phrase statements to influence cases *The Rhetoric of Seeing in Attic Forensic Oratory* Peter A. O'Connell, 2017-03-01 In ancient Athenian courts of law litigants presented their cases before juries of several hundred citizens Their speeches effectively constituted performances that used the speakers appearances gestures tones of voice and emotional appeals as much as their words to persuade the jury Today all that remains of Attic forensic speeches from the fifth and fourth centuries BCE are written texts but as Peter A O Connell convincingly demonstrates in this innovative book a careful study of the speeches rhetoric of seeing can bring their performative aspect to life Offering new interpretations of a wide range of Athenian forensic speeches including detailed discussions of Demosthenes On the False Embassy Aeschines Against Ktesiphon and Lysias Against Andocides O Connell shows how litigants turned the jurors scrutiny to their advantage by manipulating their sense of sight He analyzes how the litigants words work together with their movements and physical appearance how they exploit the Athenian preference for visual evidence through the language of seeing and showing and how they plant images in their jurors minds These findings which draw on ancient rhetorical theories about performance seeing and knowledge as well as modern legal discourse analysis deepen our understanding of Athenian notions of visuality They also uncover parallels among forensic medical sophistic and historiographic discourses that reflect a shared concern with how listeners come to know what they have not seen *Objects of Social Science* Eleonora Montuschi, 2003-12-01 Presents a clear and structured analysis of the Philosophy

of Social Science across each of its main disciplines Anthropology Sociology History Economics and Geography Using a range of examples from specific social sciences the book both identifies the practical and theoretical procedures involved in the identification of the object and at the same time raises questions about the very objectivity of these procedures in analyzing the object

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