

Essential Lawyering Skills, 4th Edition (Aspen Coursebooks)

Stefan H. Krieger, Richard K. Neumann Jr.

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Essential Lawyering Skills, 4th Edition (Aspen Coursebooks) Stefan H. Krieger, Richard K. Neumann Jr. **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.

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- **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
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