



Your Client's Story: Persuasive Legal Writing (Paperback)

By Ruth Anne Robbins

Aspen Publishers Inc., U.S., United States, 2012. Paperback. Condition: New. Language: English . Brand New Book. Unlike most document-centric first-year legal writing texts, *Your Client's Story: Persuasive Legal Writing* centers on the client, with a focus on ways to persuade the reader to grant the relief each client seeks. Organized to reflect the process, the text begins with meeting the client, moves to investigating the facts, and then provides guidance on analyzing and choosing the appropriate persuasive strategy. The material is rooted in concepts of brain science and cognitive psychology--in an easy-to-read, conversational style--and shows how classical rhetoric and modern persuasion theory provide the foundation for memorable legal writing. Persuasion and argument presentation cover both the trial and appellate levels. By focusing on the process of persuasion, *Your Client's Story: Persuasive Legal Writing* creates strong connections between the first year objectives and the upper level skills and clinic courses. Editable versions of the sample briefs appear in the appendices, so that professors can tailor to individual needs. The authors, are all distinguished former Presidents of The Legal Writing Institute and have published significant articles about persuasive techniques in legal writing. Robbins and Johansen co-organize the Applied Legal Storytelling conferences,...



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