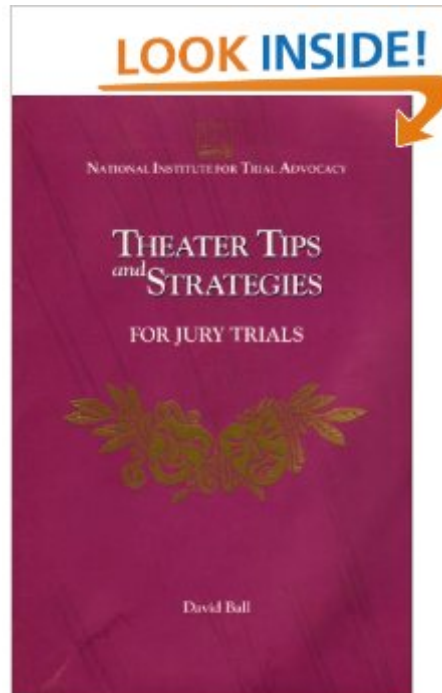


The book was found

Theater Tips And Strategies For Jury Trials



Synopsis

Be more persuasive in the courtroom by adapting techniques used in the theater. When used correctly these methods are invisible--yet they motivate jurors to argue for your side effectively and tenaciously. --This text refers to an out of print or unavailable edition of this title.

Book Information

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Average Customer Review: 5.0 out of 5 starsÂ Â See all reviewsÂ (8 customer reviews)

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Customer Reviews

This book is the perfect supplement for a trial advocacy textbook. David Ball brings a valuable and fresh perspective to trial lawyers. He can do so because he is not a lawyer, but rather has an extensive background in theater such as being the former chair of the theater department at Duke University. Now, he is a professional trial consultant. For example, Ball urges lawyers to take the lessons that actors, directors and playwrights have mastered (such as the importance of telling a story that reaches the emotions of the audience) and using those techniques at trial. He makes one of many great points when he suggests how a lawyer might have ended Hamlet (badly) as opposed to how Shakespeare did. He then shows how anyone can take the lessons from Shakespeare to craft a strong ending to a closing argument in trial. For opening statements in a personal injury case he teaches that instead of beginning with a saying such as "Driving too fast is negligent," you should capture the jury's attention with "Last August the truck driver sitting over there was going too fast and killed a little girl." Lawyers are too often focused on the details executing techniques and Ball reminds us that developing the art of trial advocacy is the most important skill of all.

At a legal seminar I attended in Seattle, attorney Paul Luvera recommended this book. I figure if

Luvera reads it, I'll read. As it turns out, each page is stuffed with great advice. I gave up on using the highlighter because everything was highlighted.

I am a defense attorney and this book is fabulous! It's an easy read and creative. I highly recommend it for any attorney that goes before a jury.

This is the single most important legal book I have ever read. Of course, you need to know the statutes and published cases in your area of practice too, but this book ties it all together in an easy to understand and apply manner. It changed the way I viewed and approached my cases. David Ball's book on Damages is great too, but there is a fair amount of overlap between Damages and Theater Tips and the advice in Theater Tips is more universally applicable regardless of practice area. I recommend Damages (and Theater Tips) to personal injury practitioners (the defense will want to read it too) but I recommend Theater Tips to anyone. In fact, I think that a lot of its suggestions are valuable to anyone who wants to persuade in any field, not just in law.

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