

# **Communication for Lawyers – general introduction**

November 4, 2019



# Introduction to communication

- Communication as an important skill for lawyers
- Verbal (direct / indirect)
- Non-verbal (body, eyes, etc.)

# The first interactions

- Entering the room

# The first interactions

- Entering the room
- Shaking hands

# The first interactions

- Entering the room
- Shaking hands
- Introducing ourselves

# The first interactions

- Entering the room
- Shaking hands
- Introducing ourselves
- „What you said your name was?“ 😊

# To Think About...

- Try to think of a real situation in which you did not communicate the way you think you should.

# A Few Tips to Consider ...

**Three fundamental questions:**

A) WHO am I talking to?



# A Few Tips to Consider ...

## Three fundamental questions:

A) WHO am I talking to?

B) WHAT do I want to achieve?

# A Few Tips to Consider ...

## Three fundamental questions:

- A) WHO am I talking to?
- B) WHAT do I want to achieve?
- C) Do I REALLY LISTEN? Pay attention!

# A Short Task

Think of a topic you like to talk about.

Something about law? Or sport? Or something else?

Tell us about it in five-minute long speech.

You have now five minutes to prepare.

# A Few Tips for Presentations ...

- Speak about topic you like – be enthusiastic
- Who are you talking to?
- Use a story
- Have friendly talk
- Use appropriate gestures
- Make your point easy to remember
- Have your listeners employ more senses

# „unexpected“ speech

- Past – presence - future
- Not talking about oneself

# Non-verbal communication

The strength of non-verbal communication

<https://www.youtube.com/watch?v=sWtIAAhjKKU>

3:10 - 7:11

- 20:10 – 23:00

# Non-verbal communication

Which one of the two persons tries to be more dominant?

- [https://www.youtube.com/watch?v=jmhniGM\\_Pj0s](https://www.youtube.com/watch?v=jmhniGM_Pj0s)

# Non-verbal communication

Try to analyse the following situation:

- <https://www.youtube.com/watch?v=pW3DfNZ5d-0>
- A possible interpretation:
- <https://www.youtube.com/watch?v=IRzvL0Tx a1k>



# A Final Question

- Is there any area in which you would like to improve your communication skills?

## A One More Question 😊

---

**What particular steps you will take in order to improve your communication skills in the next two weeks?**

# Questions?

---

- Thank you for attention

JUDr. Johan Schweigl, Ph.D.

210729@mail.muni.cz