

Communication for Lawyers – general introduction

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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

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

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