

# The Articulate Attorney: Public Speaking for Lawyers


By Brian K. Johnson, Marsha Hunter

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**The Articulate Attorney: Public Speaking for Lawyers** By Brian K. Johnson, Marsha Hunter

Addressing the distinctive communication skills expected of attorneys—and based on three decades of experience coaching lawyers—this manual of practical, useful solutions integrates cutting-edge discoveries in human factors, linguistics, neuroscience, gesture studies, and sports psychology. These techniques will transform any attorney into a more confident speaker, whether addressing colleagues in a conference room, counseling clients in a boardroom, or presenting a CLE in a ballroom. Including tips on bringing the presentation off of one's notes and using direct eye contact, the book answers such common questions as: *How do I channel nervous energy into dynamic delivery? What is a reliable way to remember what I want to say? How do I stop saying "um" and think in silence instead?* and *Why is gesturing so important?* Topics are divided into chapters on the body, the brain, and the voice, with an extra section specifically dedicated to practice.

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### Bibliography

- Sales Rank: #846026 in Books
- Published on: 2013-06-01
- Original language: English
- Number of items: 1
- Dimensions: 9.03" h x .43" w x 6.06" l, .63 pounds
- Binding: Paperback
- 208 pages

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### Editorial Review

#### Review

“With decades of experience teaching lawyers communication skills, Brian K. Johnson and Marsha Hunter present a very readable, comprehensive how - to volume that will help you cope with our common speaking foibles. Even strong speakers at ease in front of any crowd will likely pick up some useful pointers from this book. ...the book remains a very useful, practical guide. Your palms may still get a bit sweaty, but with Johnson and Hunter’s advice, your speech and gestures should be much more fluid, your audience more appreciative.” —Susan Azyndar, American Association of Law Libraries, Spectrum Blog

*"This book offers many practical suggestions for improving our speaking styles...As members of a service profession, our clients pay for our time, intellect and skills. Speaking effectively is one of the many ways we deliver superior service to those clients ."* —Mark Hinueber, Esq., Nevada Lawyer Magazine

"Even if you consider yourself already to be an effective public speaker, some new techniques for improvement will likely be found in Johnson and Hunter’s *The Articulate Attorney: Public Speaking for Lawyers* ... How-to books litter the library shelves, but *The Articulate Attorney* provides something special. The book presents specifics, techniques and practice pointers to improve speaking, specifically for the legal profession. Published by Crown King Books, it would be a valuable resource for experienced and new attorneys." —Suzanne Dohrer, Esq., Maricopa Lawyer

"*The Articulate Attorney* is an invaluable resource that offers practical advice for lawyers who want to improve their communications skills. The book illustrations demonstrate the most effective ways to convey information for optimal results. This is an important resource for every lawyer!" —Donna Gerson, co-author, *The Modern Rules of Business Etiquette*

"Being a good lawyer is an incredibly complex discipline, one composed of many sub-skills...If public speaking is one of the skills you need to develop and improve (and most lawyers likely should), then you would do well to pick up *The Articulate Attorney*." —Keith Lee, Associate’s Mind Blog

*"Attorneys should view their presentation skills as a work in progress, because when it comes to public speaking, there is always room for improvement. I wish this book had been available at the start of my legal career. I certainly encourage new lawyers to get their hands on a copy of it right away!"* —John Livingston, *The Colorado Lawyer*

#### About the Author

**Marsha Hunter** teaches persuasion for trial lawyers and public speaking for corporate attorneys. Her specialty is human factors—the science of human performance in highstakes environments. She is the

communication specialist for the National Institute for Trial Advocacy's collaborative programs with the U.S. Department of Justice's Office of Violence Against Women and teaches at regional trial skills programs annually for NITA. She has published articles in many legal publications, including *The Woman Advocate* and the *Texas Bar Journal*. **Brian K. Johnson** has worked as a communications consultant to the legal profession since 1979. For the past decade, he has trained new assistant U.S. attorneys at the Department of Justice National Advocacy Center. Since 1981, he has been a communication specialist for NITA, and was the first nonlawyer to receive the Honorable Prentice Marshall Faculty Award for his unique contribution to the teaching of advocacy skills. Johnson & Hunter are the award-winning coauthors of *The Articulate Advocate: New Techniques of Persuasion for Trial Lawyers*. They both live in Phoenix, Arizona.

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#### **Jimmy Dietz:**

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