

Essentials of Advocacy & Negotiation

The Law  Society®
— OF WESTERN AUSTRALIA —

CPD

CONTINUING | PROFESSIONAL | DEVELOPMENT



Friday, 17 June 2022
8.30am – 5.00pm



Law Society of Western Australia,
Level 5, 160 St Georges Terrace,
Perth WA 6000

Total CPD points: 6



4 points, Competency 2, Professional Skills



2 points, Competency 3, Ethics and Professional Responsibility

About the Event

Specifically designed for anyone seeking a refresher or for practitioners new to advocacy, this course provides essential information to advance legal knowledge and improve advocacy and negotiation.

Hear from distinguished members of the legal profession on case presentation and theory, opening and closing statements, examination and cross examination of witnesses and what makes a good advocate.

As negotiation skills are valuable for all lawyers and critical to all areas of practice, this year also provides expert guidance on negotiation skills.

Key Learning Outcomes

- Gain a better understanding of the decision-making process and audience expectations,
- Understand the importance of content and how case theory is involved in interlocutory argument,
- Be across the ethical duties that arise in litigation and in dealings with the court,
- Understand the best cross-examination techniques at your disposal,
- Maximise the strength of your opening and closing statements,
- Advocate effectively in negotiating on behalf of your clients.



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FREEDOM®

This event is available at a discounted rate to members with CPD Freedom. For more information on the benefits of CPD Freedom [click here](#).

See registration form on following pages or book online at:
lawsocietywa.asn.au/cpd-seminars

Essentials of Advocacy

Programme

Friday 18 June

Welcome From the Chair 8.30am

Carolyn Thatcher SC, Senior Assistant State Counsel
State Solicitors Office

What Makes a Good Advocate? 8.35am

Hayley Cormann, Barrister, Quayside Chambers

This session provides examples of both good and bad advocates. It aims to help lawyers better understand what they need to know about the decision making process, who their audience is in court, what that audience expects and why integrity, respect, courtesy, preparation and self-confidence are all features central to the advocate's role.

Case Presentation and Case Theory 9.15am

Rebecca Lee, Barrister, Francis Burt Chambers

Examines the importance of content and how it is fundamental to good advocacy. Delve into how case theory shapes performance preparation for trial and how it is involved in interlocutory argument and appellate advocacy.

Morning Tea 10.00am

Opening Statements 10.15am

Paul Usher, Consultant State Prosecutor
Office of the Director of Public Prosecutions for Western Australia

Focuses on giving the judge the best introduction to your case, including what information you want to include in your opening statement and what is better left for your closing. Additionally, examines the perils of opening too high and how to give the judge a good road map for the way in which you intend to lead the court through the evidence.

Cross Examination 11.00pm

Mark Trowell QC, Barrister, Albert Wolff Chambers

A good cross examiner knows what they want to achieve and has a plan as to how they are going to achieve it. This session will get you thinking about the objectives of cross examination and the tools you can use to achieve them.

Lunch 11.45am

Examining Your Own Witness 12.30pm

Presenter to be confirmed

How the evidence comes out is almost as important as the evidence itself. Keep your audience (the judge or jury) interested in what the witness is saying by asking good questions which prompt the witness to tell their story in digestible parts.

Closing Statements 1.15pm

Seamus Rafferty, Barrister and Solicitor

Focus on the art of tying together evidence and legal arguments in a persuasive package that makes sense to the judge. Explore the best ways to explain how the evidence supports your case theory.

Ethics 2.00pm

Darren Pratt, Barrister, Francis Burt Chambers

Examine particular ethical duties that arise in litigation and in dealings with the court, including the specific rules to consider from the time of instructions, to the preparation of pleadings and witness statements, submissions and cross examination and addresses.

Afternoon Tea 2.45pm

Negotiation 3.00pm

Sandra Boyle and Christopher Boyle, Former Registrars
Supreme Court of Western Australia

Rebecca Bunney, Head of Practice – Family Law
Cullen Macleod Lawyers

The ability to negotiate effectively is a core competency for lawyers to help clients achieve their objectives, get better results under pressure, and improve client satisfaction. An effective negotiator can help to reduce the cost and duration of dispute resolution, whilst preserving professional relationships and confidentiality. Learn about the concepts and tools for effective preparation and execution of negotiations.

Drinks & Networking 5.00pm

Finish the day with relaxing drinks as you network with your fellow delegates.

Registration Form and Tax Invoice

ABN 414 345 165 49

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This event will be held in accordance with the Law Society's COVID-19 Safe Work Plan, current restrictions (if applicable) and the latest health advice from the WA Government. For more information please contact the Member Services Team on 08 9324 8692.

HOW TO REGISTER

ONLINE: lawsocietywa.asn.au

FAX: (08) 9324 8699

EMAIL: cpd@lawsocietywa.asn.au

MAIL: The Law Society of Western Australia
PO Box Z5345, Perth WA 6831

ENQUIRIES: (08) 9324 8600

REGISTRATION DETAILS

PRIMARY REGISTRATION

Non-Member	Member	Member No:	LPB Practitioner ID:
Title:	First Name:	Surname:	
Organisation:			
Postal Address:			
Suburb:	State:	Postcode:	
Phone:	Email:		
Dietary Requirements:			

REGISTRATION OPTIONS AND FEES *(All prices are GST inclusive)*

Registration Type	CPD Freedom	Member	Non-Member
Essentials of Advocacy & Negotiation	\$599	\$899	\$1,250

WHAT HAPPENS NEXT? (Please note – payment must be received prior to the event)

Submit this completed application form to our CPD team via any of the nominated methods indicated in the 'How to Register' section at the top of this page.

Please indicate below how you would like to finalise your payment:

<input type="checkbox"/> Please send me a tax invoice with payment instructions	<input type="checkbox"/> Please contact me via phone and I will provide my payment details
<input type="checkbox"/> Please send a tax invoice to my firm with payment instructions as indicated in my 'Organisation' details above	
<input type="checkbox"/> I have presented my application in person and arranged payment at the Law Society's office	

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