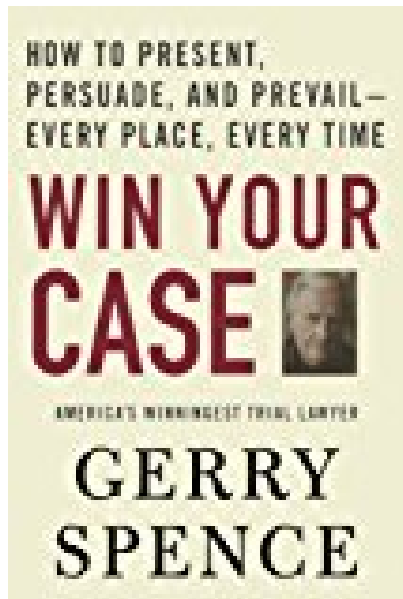


Win Your Case How to Present Persuade and Prevail--Every Place Every Time



BOOK DETAILS

- Author : Gerry Spence
- Pages : 304 Pages
- Publisher : St. Martins Griffin
- Language : English
- ISBN : 0312360673

[↓ DOWNLOAD](#)

BOOK SYNOPSIS

Gerry Spence is perhaps America's most renowned and successful trial lawyer, a man known for his deep convictions and his powerful courtroom presentations when he argues on behalf of ordinary people. Frequently pitted against teams of lawyers thrown against him by major corporate or government interests, he has never lost a criminal case and has not lost a civil jury trial since 1969. In *Win Your Case*, Spence shares a lifetime of experience teaching you how to win in any arena—the courtroom, the boardroom, the sales call, the salary review, the town council meeting—every venue where a case is to be made against adversaries who oppose the justice you seek. Relying on the successful courtroom methods he has developed over more than half a century, Spence shows both lawyers and laypersons how you can win your cases as he takes you step by step through the elements of a trial—from jury selection, the opening statement, the presentation of witnesses, their cross-examinations, and finally to the closing argument itself. Spence teaches you how to prepare yourselves for these wars. Then he leads you through the new, cutting-edge methods he uses in discovering the story in which you form the evidence into a compelling narrative, discover the point of view of the decision maker, anticipate and answer the counterarguments, and finally conclude the case with a winning final argument. To make a winning presentation, you are taught to prepare the power-person (the jury, the judge, the boss, the customer, the board) to hear your case. You are shown that your emotions, and theirs, are the source of your winning. You learn the power of your own fear, of honesty and caring and, yes, of love. You are instructed on how to role-play through the use of the psychodramatic technique, to both discover and tell the story of the case, and, at last, to pull it all together into the winning final argument. Whether you are presenting your case to a judge, a jury, a boss, a committee, or a customer, *Win Your Case* is an indispensable guide to success in every walk of life, in and out of the courtroom.

WIN YOUR CASE HOW TO PRESENT PERSUADE AND PREVAIL--EVERY PLACE EVERY TIME - Are you looking for Ebook *Win Your Case How To Present Persuade And Prevail--Every Place Every Time*? You will be glad to know that right now *Win Your Case How To Present Persuade And Prevail--Every Place Every Time* is available on our online library. With our online resources, you can find *Applied Numerical Methods With Matlab Solution Manual 3rd Edition* or just about any type of ebooks, for any type of product.

Best of all, they are entirely free to find, use and download, so there is no cost or stress at all. *Win Your Case How To Present Persuade And Prevail--Every Place Every Time* may not make exciting reading, but *Applied Numerical Methods With Matlab Solution Manual 3rd Edition* is packed with valuable instructions, information and warnings. We also have many ebooks and user guide is also related with *Win Your Case How To Present Persuade And Prevail--Every Place Every Time* and many other ebooks.

We have made it easy for you to find a PDF Ebook without any digging. And by having access to our ebooks online or by storing it on your computer, you have convenient answers with *Win Your Case How To Present Persuade And Prevail--Every Place Every Time*. To get started finding *Win Your Case How To Present Persuade And Prevail--Every Place Every Time*, you are right to find our website which has a comprehensive collection of manuals listed.