

6 interactive mini-workshops

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Queensland: 4th Annual Cutting Edge Practical Advocacy Skills

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Persuasive courtroom skills
and preparation techniques
for young practitioners

13 February 2009
Stamford Plaza
Brisbane

Don't miss this opportunity to:

- Increase your chances of success through the use of **persuasive submissions**
- Know what to say and how to say it when **preparing and presenting applications** to chambers
- Gain essential tools and techniques for **preparing and developing your case**
- Maximise your impact with **opening and closing statements**

Hear from experts including:

James Crowley RFD QC,
Queensland Bar

Angelo Vasta QC,
Queensland Bar

Donald Fraser QC, Barrister,
Queensland Bar

John Gallagher QC, Barrister,
Queensland Bar

Peter Lyons QC, Barrister,
Queensland Bar

David Topp, Barrister,
Queensland Bar

Bruce Thiele, Barrister,
Queensland Bar

Craig Smith, Barrister,
Queensland Bar

Cameron Dick, Barrister,
Queensland Bar

Janelle Payne, Barrister,
Queensland Bar

Kay Lauchland, Assistant
Professor, Bond University

Jennifer Yule, Associate
Lecturer, Queensland University
of Technology

Janine McMaster-Kirkwood,
Director, Griffith University Legal
Practice

Dr Heather Douglas, Criminal
Law Senior Lecturer,
The University of Queensland

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Queensland: 4th Annual Cutting Edge

Persuasive courtroom skills and preparation

Day One: 13th February 2009

8:00 **Conference registration**

8:40 **Keynote address**

Angelo Vasta QC, Queensland Bar

9:00 **Increasing your chances of success through the use of persuasive submissions**

- What does it mean to be an effective advocate?
- Avoid losing the context with clear and concise submissions
- Reduce the risk of debunking the best face for a client's case in seconds
- Knowing what bears upon, supports or detracts from the facts before you

James Crowley RFD QC, Queensland Bar

9:45 **Your essential guide to courtroom etiquette and communication skills**



Communication

- Communicating clearly while integrating imagination with common sense
- Avoiding the temptation to improve on an answer already given
- Exercising patience for self-represented litigants
- Maintaining composure in light of tactics and personalities of opposing counsel
- Being convincing by making proper concessions

Donald Fraser QC, Barrister, Queensland Bar

10:30 **Morning tea**

10:45 **What to say and how to say it when preparing and presenting applications to chambers**

- Approaching different types of chamber applications: originating, interlocutory, on notice, and not on notice
- Being alive to important preparatory steps necessary before bringing all interlocutory applications
- Drafting affidavits in anticipation of chamber applications
- Procedural considerations for younger practitioners new to the chambers jurisdiction
- Important considerations for ex parte applications
- Being prepared for the discretionary nature of chamber applications

David Topp, Barrister, Queensland Bar

11:30 **Essential tools and techniques for preparing and developing your case**



Case Preparation

- Being concise and concentrating on the facts when developing a case theory and theme
- The importance of obtaining relevant and thorough instructions from your client [Referencing the best and worst examples]
- Identifying the relevant factual and legal issues
- Developing a case theory and a clear and practical strategy
- What is the message you want to convey and what is the best way of conveying it?
- Identifying the evidentiary issues and interviewing and preparing witnesses and exhibits

John Gallagher QC, Barrister, Queensland Bar

12:15 **Networking lunch for speakers and delegates**

1:15 **Maximising your impact with opening and closing statements**

- Making it simple and direct by keeping it interesting and focusing on the facts
- How to keep it simple despite having worked on the matter for months
- Giving the audience a roadmap by answering with the conclusion first
- Leading with the best point first and building bridges for continuity
- Controlling the argument by knowing where you are going

Janelle Payne, Barrister, Queensland Bar

Who Should Attend:

- Junior Solicitors
- Trainee Solicitors
- Graduate Solicitors
- Paralegals
- Associates
- Article Clerks
- Junior Counsel
- Legal Officers
- Law Clerks

2:00 **Streamed mini-workshops A**



Delegates will divide into groups and workshop a typical appearance which may be required of a solicitor advocate based on a hypothetical case scenario. Each group will be led by an experienced facilitator who will demonstrate techniques, act as a judge and provide feedback on delegates' performance. Workshop materials will be provided to delegates prior to the conference.

Civil stream

Civil application for security of costs and application for summary judgment

Kay Lauchland, Associate Professor, Bond University

Criminal stream

Criminal application for a claim which is out of time and striking out for want of prosecution

Jennifer Yule, Associate Lecturer, Queensland University of Technology

Family stream

Family application for a sole use and occupation order at an interim level in a family law matter

Cameron Dick, Barrister, Queensland Bar

3:15 **Afternoon tea**

3:30 **Best practice approaches to reinforcing your case through the use of evidence**

- Understanding the key rules of evidence and their relevance to admissibility
- Anticipating the grounds of objection to evidence and tactical considerations
- Presenting evidence in chief fully and persuasively without leading
- Coordinating evidence-in-chief consistently
- Understanding the purpose and use of re-examination
- Making the most of documentary evidence
- Knowing the legal limits on examination
- Dealing with privileged evidence

Peter Lyons QC, Barrister, Queensland Bar

4:00 **Conducting cross-examination with method not madness**

- Distinguishing different approaches to cross-examining witnesses and documents
- Outlining the purpose and fundamental rules of cross-examination
- Considerations to bear in mind when cross-examining experts
- Tips for handling inconsistent or surprising answers
- Knowing the legal limits on cross-examination

Craig Smith, Barrister, Queensland Bar

4:30 **Streamed mini-workshops B**



These workshops will focus on development of case theory, delivery of opening and closing addresses, presentation of evidence and cross-examination. Workshop materials will be provided to delegates prior to the conference.

Civil stream

Trial in the proceeding for the recovery of a minor debt

Janine McMaster-Kirkwood, Director, Griffith University Legal Practice Centre

Criminal stream

Application for bail and application to enter a plea of guilty

Dr Heather Douglas, Senior Lecturer, The University of Queensland

Family stream

Defending an application for a protection order after the granting of a temporary protection order

Bruce Thiele, Barrister, Queensland Bar

5:30 **Drinks and Networking**

Hosted by the Queensland Young Lawyers Association



Upcoming events:

QLD Planning & Environment Law Conference
19 November 2008

QLD Mining & Resources Law Conference
27 November 2008

QLD 5th Annual Property Law Masterclass
19-20 February 2009

QLD 5th Annual Construction Law Masterclass
18-19 February 2009

QLD Contract Law Masterclass
3-5 March 2008

For more information please visit
www.lexisnexis.com.au/pd or phone
1800 772 772

Priority registration form Queensland: 4th Annual Cutting Edge Practical Advocacy Skills

4 easy ways to register

Phone: 1800 772 772

Fax: (02) 9422 2338

Online: www.lexisnexis.com.au/pd

Mail: Conference Co-ordinator, LexisNexis
Locked Bag 2222, Chatswood Delivery Centre,
Chatswood NSW 2067
or: DX 29590 Chatswood

Please complete sections A, B, C, D

Conference code: PD0809 QLD CPD reference no: CPD532 ABN: 70 001 002 357

A Delegate 1 details

Mr/Ms/Dr: _____
First name Last name

Position: _____

Organisation: _____

Postal address: _____

Suburb Postcode State

Telephone: _____

Fax: _____

Email (required**): _____

Delegate 2 details

Mr/Ms/Dr: _____
First name Last name

Position: _____

Telephone: _____

Fax: _____

Email (required**): _____

Delegate 3 details

Mr/Ms/Dr: _____
First name Last name

Position: _____

Telephone: _____

Fax: _____

Email (required**): _____

** to send conference confirmation

3rd Delegate FREE!

B Please tick as many practice areas you work in which apply:

- | | |
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| <input type="checkbox"/> Corporate and commercial law | <input type="checkbox"/> Insurance and risk |
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PROGRAM CHANGES

Details regarding this conference were confirmed and correct at the time of printing. LexisNexis reserves the right to cancel or amend the conference details at any time if required.

CANCELLATION

Your registration will be confirmed in writing when full payment is received. We will refund your registration in full less a \$165 administration fee if notification is received in writing by 15 January 2009. If we receive written notification between 16 January 2009 and 30 January 2009 you will receive a 50% refund and conference documents. No cancellation requests will be accepted after 30 January 2009. You may nominate a replacement, however no refund will be issued.

C Advance Pricing^ (register & pay by 28 November 2008)

One day conference \$750.00 + GST = \$825.00

Early Bird Pricing* (register & pay by 9 January 2009)

One day conference \$850.00 + GST = \$935.00

Standard Pricing* (register & pay after 9 January 2009)

One day conference \$950.00 + GST = \$1045.00

I would like to attend these Mini-Workshops:

2.00pm Mini Workshop A

Civil Stream Criminal Stream Family Stream

4.30pm Mini-Workshop B

Civil Stream Criminal Stream Family Stream

Endorsing Association Member Discount#

I claim my 20% discount (off the standard price) as a member of the Queensland Young Lawyers Association. **Membership number:** _____

TEAM DISCOUNTS*

Register a team of 2 for Queensland: 4th Annual Cutting Edge Practical Advocacy Skills at the same time, from the same organisation and receive a free pass for the 3rd delegate.

* Early Bird, team discounts and any other discount cannot be taken concurrently

CONFERENCE RESOURCES

I am unable to attend but would like to purchase a set of conference papers for Queensland: 4th Annual Cutting Edge Practical Advocacy Skills \$150.00 + GST = \$165.00

Please subscribe me to Australian Lawyer2B Magazine

Please send me information about becoming a Queensland Young Lawyers Association Member

D Payment details Payment is due upon registration

Enclosed is my cheque for: \$ _____ made payable to LexisNexis

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