

Advocacy at the cutting edge

Developing competence and confidence in
general advocacy skills

16 October 2012, The Grace Sydney



Program highlights

- Observations from the Bench
- Understand what it takes to prepare winning submissions
- Tips for effectively gathering and presenting evidence
- Effective advocacy in civil trials
- Securing a successful partnership between solicitor and barrister

Speakers

- The Honourable Justice Julie Ward, Judge, Supreme Court of New South Wales
- Federal Magistrate Joseph Harman, Federal Magistrate, Federal Magistrates Court of Australia
- Francis Douglas QC, Barrister, Seven Wentworth Chambers
- James Glissan QC, Barrister, Wardell Chambers and author of *Advocacy in Practice*
- Robert Newlinds SC, Barrister, Banco Chambers
- Dr James Renwick SC, Barrister, Wentworth Selborne Chambers
- Sophie Callan, Barrister, Wentworth Selborne Chambers and Chair – New Barristers' Committee, NSW Bar

PLUS – don't miss the popular afternoon
Adversarial Skills workshop!

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6 points in Professional Skills



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Advocacy at the cutting edge

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Tuesday, 16 October 2012

8:30 Registration

8:50 Welcome and opening remarks

KEYNOTE SESSION

9:00 **Insights from the Bench – preparation, presentation and common errors to avoid**

- Effective advocacy
- What to do and what not to do!

The Honourable Justice Julie Ward, Judge, Supreme Court of New South Wales

■ 1 CPD/MCLE point in Professional Skills

10:00 Morning tea

10:15 **How to write submissions that win cases**

- Developing purpose, stating 'the issue', and observing logical structure of written submissions
- Writing skills to take away and practice
- How to use written submissions when presenting oral arguments
- Making your submissions stand out for the right reasons

Dr James Renwick SC, Barrister, Wentworth Selborne Chambers

■ 1 CPD/MCLE point in Professional Skills

11:15 **Effectively gathering and presenting evidence**

- Preparing and assessing evidence
- Fundamental rules of evidence admissibility, relevance and reliability
- Evidence and the Uniform Civil Procedures Rules 2005
- Presenting evidence effectively

James Glissan QC, Barrister, Wardell Chambers

■ 1 CPD/MCLE point in Professional Skills

12:15 Networking lunch

1:15 **Effective advocacy in civil trials**

Practical advice on how to run your best case including:

- The art of persuasion
- Your theory of the case and its impact on opening, evidence in chief, cross-examination, re-examination, closing
- Practical tips on preparation, use of notes, organisation, knowing what points to run, objections, the basic rules

Robert Newlinds SC, Barrister, Banco Chambers

■ 1 CPD/MCLE point in Professional Skills

2:15 **Securing a successful partnership between solicitor and barrister**

- Effectively preparing a brief to counsel
- Adequate and inadequate instructions from a solicitor
- Setting out a balanced overview of strengths and weaknesses in the brief
- Tips on how to conduct a successful partnership

Sophie Callan, Barrister, Wentworth Selborne Chambers and Chair – New Barristers' Committee, NSW Bar

■ 1 CPD/MCLE point in Professional Skills

3:15 Afternoon tea

*"Detailed and valuable information."
(Advocacy NSW 2011 delegate)*

*"Interesting, informative, very well delivered."
(Advocacy QLD 2011 delegate)*



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STREAMED WORKSHOPS

3:30 Practical Adversarial Skills

This interactive advocacy workshop will provide the opportunity to argue a case within a small group setting. This acts as a non-threatening environment and the facilitators will be available to impart best-practice tips and individual feedback. Delegates will be able to pose questions to the facilitators, share issues, have points clarified and have particular concerns addressed.

Civil Law or Family Stream Available

Delegates will be divided into groups where they will put together a case and present before an adjudicator based on a hypothetical scenario or sample pleadings and witness statements.

Feedback:

Facilitators will act as “judges” and provide delegates with feedback on their presentation and a summary of best practice approaches. Delegates will have the chance to ask questions and discuss concerns.

Practice materials:

Practice materials will be provided to delegates by email prior to the conference for perusal and preparation.

Facilitators:

Civil Law stream

Francis Douglas QC, Barrister, Seven Wentworth Chambers

Family Law stream

Federal Magistrate Joseph Harman, Federal Magistrates Court of Australia

■ 1 CPD/MCLE point in Professional Skills

4:30 Close of conference

“Very engaging and relevant.”
(Advocacy NSW 2011 delegate)

“Very good presentation; speaker’s experience was palpable.”
(Advocacy QLD 2012 delegate)

Who should attend?

- Practitioners keen to develop their advocacy skills and knowledge
- Junior and Graduate Solicitors
- Junior Barristers
- Associates
- Law and Articled Clerks
- Paralegals
- Legal Officers
- Government young lawyers



Advocacy in Practice 5th Edition: Hardcopy By James L Glissan, QC

Now in its 26th year of publication, the fifth edition of *Advocacy in Practice* is an authoritative and reliable guide for professionals to the art of advocacy. This highly esteemed work has once again been written by the authoritative and well-respected author James L Glissan, QC, and provides useful and practical checklists for examination, cross and address. It also details when and what objections may be taken, and constructive hints and techniques for dealing with difficult witnesses, opponents and judges.

To register now visit: www.lexisnexis.com.au/pd or ph: 1800 772 772 or fax: 02 9422 2338

Priority registration form

5 easy ways to register

Advocacy at the cutting edge

16 October 2012
The Grace Sydney
77 York Street
Sydney NSW 2000

Online: www.lexisnexis.com.au/pd
Email: registration@lexisnexis.com.au
Phone: 1800 772 772
Fax: (02) 9422 2338

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

Please complete sections A, B, C

TAX INVOICE

Conference code: PD3512

ABN: 70 001 002 357

A Delegate 1 details

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First name Last name
Organisation: _____
Address: _____
Position: _____
Telephone: _____
Fax: _____
Email (required**): _____

Delegate 2 details

Mr/Ms/Dr: _____
First name Last name
Organisation: _____
Address: _____
Position: _____
Telephone: _____
Fax: _____
Email (required**): _____

Delegate 3 details

Mr/Ms/Dr: _____
First name Last name
Organisation: _____
Address: _____
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** to send conference confirmation

B Event pricing (please tick your selection)

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Register 3 or more people from the same organisation at the same time and book at the advanced price per person.

EXAMPLE

<input checked="" type="checkbox"/>	Conference	7	\$ 800 + GST = \$ 880	\$880
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Conference Resources

I am unable to attend but please send me the Advocacy at the cutting edge conference papers

Qty	Price	Subtotal
	\$ 180 + GST = \$ 198	

*I would like to attend:

- Civil Law stream Family Law stream
- I am a member of the Women Lawyers Association of NSW please apply my 10% discount

Advanced price, team discounts and any other discount cannot be taken concurrently

TOTAL



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- 13 days or less prior to the first day of the event: LexisNexis will not refund any part of your fee. However, you may nominate a replacement delegate to attend in your place.

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