



Advocacy 2011 – VIC

Moving from theory to practice

20 October 2011, Stamford Plaza Melbourne

Program highlights

- **Observations from the bench** and feedback on advocacy
- Tips on how to **tactically plan** your approach before appearing at **interlocutory hearings**
- Discover **essential tools and techniques** to effectively prepare your **written submissions**
- **Practice workshop** on interviewing skills with personalized feedback from mock 'judges'
- Develop strategies for effectively **arguing your case in ADR**

Speakers

- **The Honourable Justice Betty King**, Judge, **Supreme Court of Victoria**
- **Mark Dwyer**, Deputy President, **VCAT**
- **Paul Willee RFD QC**, Barrister, **Victorian Bar**
- **Charles Scerri QC**, Barrister, **Victorian Bar**
- **Philip Dunn QC**, Barrister, **Victorian Bar**
- **Dr Ian Freckelton SC**, Barrister, **Victorian Bar**
- **Anthony Kelly SC**, Barrister, **Victorian Bar**
- **Andrew Palmer**, Barrister, **Victorian Bar** and Associate Professor, **University of Melbourne**

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Advocacy 2011 – VIC

Moving from theory to practice

Thursday, 20 October 2011

8:30 Registration

9:00 Opening remarks from the Chair

Paul Willee RFD QC, Barrister, Victorian Bar

KEYNOTE SESSION

9:10 **A view from the Bench – practical directions for preparation and common errors to avoid**

- How to be an effective advocate
- Citing common mistakes and areas for improvement
- Key Bench tips

The Honourable Justice Betty King, Judge, Supreme Court of Victoria

0.5 CPD point in professional skills

9:40 **Effectively gathering and presenting evidence**

- Fundamental rules of evidence
- Dealing with expert evidence – guidance on framing issues and protections for confidentiality and privilege
- Assessing your client's evidence thoroughly

Dr Ian Freckelton SC, Barrister, Victorian Bar

1 CPD point in professional skills

10:40 Morning tea

11:00 **Developing convincing written submissions**

- How to get the most use out of written submissions
- Improving the structure of your submissions
- What not to do – a critique of poorly written submissions
- Avoiding the loss of context with clear and concise submissions

Philip Dunn QC, Barrister, Victorian Bar

0.75 CPD point in professional skills

11:45 **Navigating the Victorian Civil and Administrative Tribunal (VCAT) system**

- Increasing your options by considering tribunal jurisdictions
- Differences in procedures and remedies
- Common mistakes when dealing with tribunals
- Overview of the process and when tribunals can be most advantageous

Mark Dwyer, Deputy President, VCAT

0.75 CPD point in professional skills

12:30 **Networking lunch for speakers and delegates**

1:30 **Being an effective advocate at interlocutory hearings**

- Persuading the Court as an applicant or as respondent
- Having advanced consideration of procedural issues
- Understanding the operation of case management and court lists
- Knowing what to do at various appearances
- Updates on rules and procedures

Anthony Kelly SC, Barrister, Victorian Bar

0.75 CPD point in professional skills

2:15 **Techniques for successful alternative dispute resolution outcomes**

- Preparation for ADR and different approaches
- Developing strategies for arguing your case
- Assessing party interests
- Strategies for solving conflicts and disputes

Charles Scerri QC, Barrister, Victorian Bar

1 CPD point in professional skills



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20 October 2011, Stamford Plaza Melbourne

3:15 Afternoon tea

INTERVIEWING CLIENTS WORKSHOP

3:30 Your interviewing skills are paramount to running a successful matter. Take this opportunity to practice your skills in communication with your clients and obtaining all the information you need.

Test your skills and build your confidence in dealing with difficult or emotional clients.

Delegates will conduct a client interview based on a hypothetical case scenario and present brief conclusions to the facilitator, who will provide feedback and an opportunity to discuss performance.

Workshop materials will be provided to delegates prior to the conference

Facilitator:

Andrew Palmer, *Barrister, Victorian Bar* and *Associate Professor, University of Melbourne*

1.5 CPD point in professional skills

5:00 Closing remarks from the Chair and close of conference

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

Relevant Future Events

- 8th Annual Family Law Summit Victoria
- 11th Annual Contracts Law Masterclass 2011 – VIC

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“Interesting, informative, very well delivered”

(QLD 2011 delegate)

“Thorough, relative and informative”

(VIC 2009 delegate)

“Really practical and common sense tips”

(VIC 2009 delegate)

“I enjoyed the conference a great deal! Great cross section of speakers and they were all interesting and engaging”

(2010 delegate)

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Priority registration form Advocacy 2011 – VIC

4 easy ways
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Please complete sections A, B, C, D

TAX INVOICE

Conference code: PD7711 ABN: 70 001 002 357

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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**): _____

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1. One calendar month or more prior to the first day of event: LexisNexis will refund your registration fee less \$165.00 administration cost.
2. Between one calendar month plus one day and 14 days prior to the first day of event: LexisNexis will refund 50% of the fee paid by you and provide you with a copy of event papers.
3. 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.

C Event pricing (please tick your selection)

GROUP BOOKING

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"/>	One day conference	1	\$900 + GST = \$990	\$990
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Advance price (register and pay before 12 August 2011)

Please Select	Options	Qty	Price	Subtotal
	Conference		\$ 900 + GST = \$ 990	

Early bird price (register and pay after 12 August 2011 and before 9 September 2011)

Please Select	Options	Qty	Price	Subtotal
	Conference		\$1050 + GST = \$1155	

Standard price (register and pay after 9 September 2011)

Please Select	Options	Qty	Price	Subtotal
	Conference		\$1150 + GST = \$1265	

Conference Resources (I am unable to attend but please send me conference papers)

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	Advocacy 2011 – VIC conference papers		\$180 + GST = \$198	

Advocacy in Practice 10% discount

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