



Advocacy 2011

Effective and practical litigation skills

3 March 2011, Marriott Hotel, Brisbane

Program highlights

- **Observations from the bench** and feedback on advocacy
- Tips on how to **tactically plan** your approach before appearing at interlocutory hearings
- **Strategies** to master the **challenges of courtroom decorum** and establish exceptional distinctive communication skills
- Refine **essential tools and techniques** to effectively develop your **legal analysis** and prepare your **written submissions**
- Ways to work **smart with evidence**, for and against
- **Master the art** of delivering an argument and making the most of your case
- **Discover practical ways** to implement the new legislation

Speakers

- **The Honourable Judge Terence Martin SC**, District Court of Queensland
- **The Honourable Judge Leanne Clare SC**, District Court of Queensland
- **Keith Wilson SC**, Barrister, **Queensland Bar** and Retired Federal Magistrate
- **Robert Wensley QC**, Barrister, **Queensland Bar**
- **Craig Smith**, Barrister and Lecturer, **Queensland University of Technology**
- **David Topp**, Barrister, **Queensland Bar** and Treasurer, **Queensland Young Lawyers Association**

Early bird discount expires 21 January 2011

Register Today!

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Advocacy 2011

Effective and practical litigation skills exposed

8:30 Registration and coffee

8:50 Opening remarks from the Chairperson

Danielle Keyes, Associate, **Norton Rose Lawyers** and President, **Queensland Young Lawyers Association**

BENCH PERSPECTIVE

9:00 Practical directions for preparation and common errors to avoid - A view from the Bench

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

The Honourable Judge Terence Martin SC, District Court of Queensland

COMMON COURTROOM APPEARANCES & INTERLOCUTORY HEARINGS

9:30 Tactically planning your approach before appearing at interlocutory hearings

- What to do when faced with appearing as a solicitor advocate
- Overview of court procedures: Magistrate, Supreme, Federal and Family Courts
- Understand the operation of case management and court lists
- Knowing what to do at appearances, call-overs, applications, directions or adjournment hearings
- Updates on new rules and procedures

Frances Williams, Special Counsel, **Corrs Chambers Westgarth Lawyers**

10:15 Mastering the challenges of courtroom decorum and establish exceptional communication skills

- Recognising unwritten rules: protocols and ethics, professionalism and courtesy
- Responsibilities and duties to court
- Overcoming nerves when presenting or making submissions in court
- Knowing what to say and/or do when you appear in court
- Techniques for effective communications with the judge
- Practical speaking skills and answering questions from the bench
- Dealing with confrontations and harsh comments from the bench
- Common mistakes made in courtrooms and how to avoid them

Sarah Minnery, Partner, **Hemming + Hart Lawyers**

11:00 Morning tea

PARTNERSHIP: SOLICITORS AND BARRISTERS Joint Presentation

11:15 A successful partnership: solicitors' role and barristers' role

- Who does what?
- Preparing the perfect counsel brief
- Adequate and inadequate instructions from a solicitor
- Setting out a balanced overview of strengths and weaknesses in advice
- Tips on how to conduct a 'smooth' partnership and a winning case

David Topp, Barrister, **Queensland Bar** and Treasurer, **Queensland Young Lawyers Association** and **Helena Mrmos**, Solicitor, **Quinn & Scattini Lawyers**

PREPARATIONS FOR TRIAL

11:45 Essential tools and techniques to effectively develop your legal analysis and prepare your written submissions

- Determine purpose, practice logical structure and organisation to develop a winning case
- Developing a good and strong case theory
- Analysing your client's case and correctly advising your client
- Methods of coordinating your main point with necessary and relevant evidence
- Build structure and use appropriate length
- Practical interviewing skills to adopt
- Writing skills to take away and practice

Craig Smith, Barrister and Lecturer, **Queensland University of Technology**

DEALING WITH EVIDENCE

12:45 Gathering and working smart with evidence, for and against

- Fundamental rules of evidence: admissibility, relevance and reliability
- Gathering evidence, interviewing witnesses and assessing your client's evidence thoroughly
- Which evidence to use: oral, documentary, real, privilege and opinion evidence
- Evidence and the Uniform Civil Procedure Rules (UCPR)

Robert Wensley QC, Barrister, **Queensland Bar**

1:30 Networking lunch

Claim CPD/CLE points with all LexisNexis Professional Development events



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TRIAL HEARING ADVOCACY

2.30 Effectively leading evidence in chief and keys to cross examination

- Potential traps for Plaintiffs and Defendants
- Skills for leading evidence and delivering it effectively during examination in chief
- How to build momentum with facts not in dispute
- Controlling witnesses with short, simple questions, one at a time
- Basic rules of cross examination and their limitations
- Analysing effective techniques to cross-examining witnesses successfully
- Dealing with inconsistent, unexpected or surprising answers

Richard Morgan, *Barrister, Queensland Bar*

3.15 Delivering an argument: making the most of your case

- How to get your point across in oral submissions
- Opening and closing addresses
- Techniques that work and those that don't

The Honourable Judge Leanne Clare SC, *District Court of Queensland*

4.00 Afternoon tea

4.15 STREAMED MINI-WORKSHOPS

Choose between the Civil Stream or Family Stream

PRACTICE TO MASTER THE ART OF ADVOCACY

Advocacy starts once you receive instructions to delivering closing addresses. Apply what you have learnt today at these mini-workshops to practice and become a winning advocate.

Activity: Civil or Family Stream

Delegates will divide into groups where they will put together a case and present before a 'judge' based on a hypothetical scenario. Choose your participation in either Civil or Family stream. This workshop will train, allow you to practice and succeed at being an advocate.

Feedback:

Facilitators will act as 'judges' and provide delegates with feedback on their presentation and provide a summary of best practice approach. Delegates will have the opportunity to ask questions and discuss their concerns.

Practice materials:

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

Workshop Facilitators

Civil Law Stream

Joanne Stagg-Taylor, *Barrister and Acting Director, Griffith University Legal Practice Centre*

Family Law Stream

Keith Wilson SC, *Barrister, Queensland Bar and Retired Federal Magistrate*

Who should attend?

- Practitioners of all levels who are keen to excel and develop their advocacy skills and knowledge
- Junior Barristers
- Junior and Graduate Solicitors
- Mentors developing and training junior practitioners
- Legal Officers
- Associates
- Law and Article Clerks
- Paralegals

5.30 Closing remarks from the Chair and close of conference

5.30 – 6.30 Drinks and networking

Hosted by:



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Priority registration form Advocacy 2011

4 easy ways
to register

Online: www.lexisnexis.com.au/pd
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, D

TAX INVOICE

Conference code: PD0311

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

B PLEASE SEND ME MORE INFORMATION ON:

- Advocacy: An Introduction, 2006 Edition – Softcover book
- Advocacy in Practice, 2005 Edition – Hardcover book
- Litigation I: Civil Procedure, 2005 Edition – Softcover book
- Butterworths International Commercial Litigation Handbook, Second edition, 2006 – Book
- Munkman: The Technique of Advocacy, 2009 Edition – Book
- Negotiation: Strategy Style Skills - Second Edition - Book

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 has been received. LexisNexis' cancellation policy applies as follows. If cancellation is notified in writing:

- One calendar month or more prior to the first day of event: LexisNexis will refund your registration fee less \$165.00 administration cost.
- 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.
- 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)

EXAMPLE

<input checked="" type="checkbox"/>	One day conference	<input type="checkbox"/>	\$900 + GST = \$990	\$990
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Advance price (register and pay before 10 December 2010)
or Group Booking Price (per person, available anytime)

Please Select	Options	Qty	Price	Subtotal
<input type="checkbox"/>	One day conference		\$900 + GST = \$990	

Early Bird Price (register and pay before 21 January 2011)

<input type="checkbox"/>	One day conference		\$1050 + GST = \$1155	
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Standard Price (register and pay after 21 January 2011)

<input type="checkbox"/>	One day conference		\$1150 + GST = \$1265	
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TOTAL

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

I plan to attend:

Civil Stream **or** Family Stream

I plan to attend the networking drinks at the close of the conference

Where did you hear about this event? _____

Please add me to the LexisNexis Monthly Professional Development email list

GROUP BOOKING

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

CONFERENCE RESOURCES

I am unable to attend but would like to purchase a set of the Advocacy 2011 conference papers for \$180 + GST = \$198

D Payment details

Payment is due upon registration. This document will be a Tax Invoice/Receipt for GST upon completion of payment.

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

Pay by credit card: Please charge \$ _____ to

Mastercard Visa American Express

Card number: _____/_____/_____/_____

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