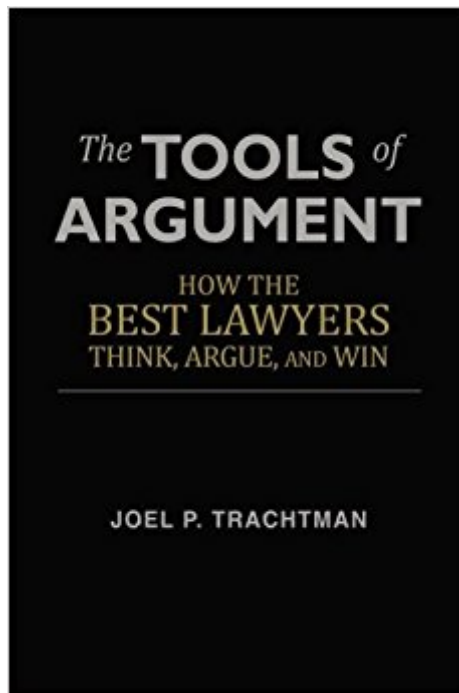




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The Tools Of Argument: How The Best Lawyers Think, Argue, And Win



Synopsis

Joel Trachtman's book presents in plain and lucid terms the powerful tools of argument that have been honed through the ages in the discipline of law. If you are a law student or new lawyer, a business professional or a government official, this book will boost your analytical thinking, your foundational legal knowledge, and your confidence as you win arguments for your clients, your organizations or yourself. For more information, go to toolsofargument.com.

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Customer Reviews

"In his new book *The Tools of Argument: How the Best Lawyers Think, Argue, and Win*, Professor Joel Trachtman lays out the many intricacies related to how lawyers frame arguments. It is a masterly treatment of a complex and compelling set of issues. There is much to learn here, both for the experienced practitioner and for the novice to the field." -- James R. Silkenat, President, American Bar Association (2012-13) and Partner, Sullivan & Worcester

"Professor Trachtman's book is required reading for lawyers, those who hire or work with lawyers, anyone interested in understanding the dynamics of legal negotiations or of political debate, and anyone interested in winning arguments. Its unique and practical approach strips away jargon to isolate the core elements of legal reasoning and argumentation in a way that is accessible and applicable in everyday situations. Non-lawyers will find it a useful guide to effective persuasion." -- John A. Burgess, Partner, WilmerHale

"The Tools of Argument leads one through all aspects of reasoned argumentation. Upon completion, one is capable of understanding the techniques utilized by advocates to advance their positions. Indispensable for anyone who is involved with any business negotiation - which means anyone!" -- Edward P. Gilbert, Managing Director, BNY Mellon Bank,

Tokyo

Have you ever been in the midst of a discussion or argument regarding business, politics, legal matters, family responsibilities, or any other contentious topic and felt that your opponent did not have the "right" position, but had the better argument? Why is it that some people--often lawyers--can use reasoned arguments to debate with frustrating effectiveness? Perhaps you wished that you had a greater repertoire of skills to make your points, and win! If you are a law student or pre-law student, this book will accelerate your learning with a comprehensive set of principles to guide your legal education. If you are a trained lawyer or paralegal, this book will give you a framework for analysis and argument that will enhance your effectiveness. If you are a businessperson or government official, these essential tools of argument will increase your odds of winning any dispute. This book is for anyone who enjoys critical thinking, persuasive presentation of ideas, and victory in argument. After all, winning arguments is much more fun than losing them.

This is a good read but sometimes a little advanced for the layman. It is very interesting to realize the considerations for dealing with different countries laws. It makes you open your eyes to the many things you have to consider when dealing with different people and situations. I enjoyed it.

An outstanding source for someone looking to learn the tricks of the trade of the legal profession when it comes to knowing how to argue and win. If you are already a lawyer or someone familiar with the legal profession then it might come as a little repetitive concerning the basics. Nonetheless, there is a lot you can get out of it.

Bought this for my friend who is currently studying law. She absolutely loves it and says, it's the best gift she has received. I strongly recommend this book for law students.

This book is not going to magically turn you into a great senator, that requires years of training and raw talent, but this is a great resource that breaks down the logical components that accompany strong argumentation, and breaks down the logical components behind taking down opposing arguments. It's also a fun read and extremely digestible.

The person I purchased this book for had nothing but great things to say about the book. The person stated it was well worth the money.

Very good book for intellectual thinkers.

Helps reader to think like a lawyer! Explains concepts clearly. Helps one to play the game with confidence!!!

Interesting read.

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