



# Essential Lawyering Skills: Interviewing, Counseling, Negotiation, and Persuasive Fact Analysis

*Stefan H. Krieger, Jr., Richard K. Neumann*

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Authored by a team of experienced scholars, **Essential Lawyering Skills: Interviewing, Counseling, Negotiation, and Persuasive Fact Analysis** offers a readable and concise introduction to these indispensable legal skills. Using straightforward, concise, and practical explanations, the Third Edition takes a more concrete approach than competing texts and focuses on providing students with real-life examples and cases.

**An abundance of solid features make this text a dependable choice for your classroom:**

- an experienced author team draws upon many years of teaching and writing about lawyering skills
- complete coverage of the essential skills, problem solving, interviewing, counseling, negotiation, and fact analysis, ensures a comprehensive approach
- exceptional coverage of fact analysis (not found in other texts) and the persuasive value of facts
- charts illustrate how to organize facts and fact patterns
- plenty of examples promote interest, accessibility, and place topics in context
- ethical concerns are discussed throughout the book, where appropriate

**The Third Edition has been thoroughly updated to provide students with the latest information:**

- introduces new topics to counseling and negotiation, including decision theory and financial analysis of proposed agreements
- introduces new topics to negotiation, including creativity in generating options, drafting deals, and transactional bargaining
- provides additional material on narrative theory and legal storytelling
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