

## A Foundation for Effective Advocacy

This exciting program gives you the opportunity to practice trial techniques and strategies with the assistance of a faculty of experienced instructors who will offer constructive and practical suggestions to improve your advocacy.

The AAI conducts all workshops in simulated courtroom sessions. You will receive immediate feedback on your performance from trained AAI Instructors. You will also benefit from seeing the other participants' performances and hearing their performance reviews.

This supportive, noncompetitive simulation, together with instructor demonstrations, suggested readings and personal attention, will help you develop your own personal and highly effective style of advocacy.

Designed for practitioners at all levels across all jurisdictions, this workshop involves instruction, performance and review of the skills, disciplines and techniques involved in good advocacy. You will use specially developed AAI materials to prepare from a case study, then examine and cross examine witnesses as well as present argument before the decision maker.

This workshop will provide theory and practical exercises in:

- Preparation
- Development of case theory
- Examination and cross examination of witnesses
- Opening addresses and closing argument
- Communication skills

Skills you will practice:

- Presenting a short, urgent application
- Leading a witness to describe the action through purposeful, open-ended questions
- Using cross-examination to make forceful points through short, leading questions
- Using your witnesses to communicate a persuasive case theory to the decision maker
- Using conversational language, not legalese
- Using and practicing skills that are relevant to you at your level of experience

At an AAI workshop you receive the best possible advocacy skills training and techniques. We provide superior teaching methods, expert faculty and innovative instructive materials to enhance your competency and professionalism and give you a competitive edge in the courtroom. A not-for-profit institution, the AAI believes all people are entitled to quality legal representation by skilled and ethical legal advocates.

### Carefully Selected Faculty

The AAI strives to select a dynamic faculty for each program based on their professional expertise in advocacy. They will bring their experience to your learning through their evaluations of your performance as well as by theory and demonstration. Faculty members are all trained in the AAI methodology. They will help you find skills that best fit your particular abilities and strengths.

### Personal Attention

The AAI believes in the learning-by-doing methodology, which is highly effective in small groups of participants teamed with one or two faculty members. This arrangement allows for intensive individual instruction.

**For further information please visit [www.advocacy.com.au](http://www.advocacy.com.au) or email [aai@advocacy.com.au](mailto:aai@advocacy.com.au)**