

The Articulate Attorney: Public Speaking for Corporate Lawyers (The Articulate Life)

By Brian K. Johnson, Marsha Hunter




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Designed to assist college law students as well as senior partners, this illustrated how-to guide teaches corporate lawyers how to speak persuasively while thinking on their feet and polish their personal style. Based on more than 25 years of experience coaching practicing attorneys, Johnson and Hunter's innovative techniques—which incorporate cutting-edge discoveries in linguistics, neuroscience, and sports psychology—help transactional lawyers look, sound, and feel natural while speaking in public. How to factor in the effect of adrenaline on public presentations, eliminate "um" and other thinking noises, and remember facts while speaking extemporaneously are among the topics addressed in this guide.

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Editorial Review

Review

"A must read . . . For lawyers in court, before the media, or in the boardroom, it is close to malpractice not to read and practice its wisdom." —Paul J. Zwier, professor of law, Emory University, Atlanta, Georgia

"The helpful tips and advice provided by The Articulate Attorney have given me the confidence to step out and be a leader in my field. I find myself thinking about upcoming speaking engagements with anticipation now, rather than dread." —Thomas Cohen, partner, Alston & Bird

"The Articulate Attorney is not just for corporate lawyers, or even for lawyers in general. The book is for everyone who wishes to express themselves more effectively and more comfortably. At dinner I would share nuggets gleaned from the text with my wife and kids, not only to practice what I had read the night before, but also to introduce them to techniques they could use when they present their ideas. Written with wit and style, it is a perfect gift for friends and family as you will not want to part with your copy." —Robert A. Kandel, of counsel, Kaye Scholer LLP

About the Author

Brian K. Johnson is a courtroom communication consultant who teaches persuasion to trial lawyers and public speaking to transactional attorneys. His international consulting practice takes him to law firms and training programs throughout the U.S. and Canada, as well as overseas to the United Kingdom and Europe. His clients include the National Advocacy Center of the United States Department of Justice and the National Institute for Trial Advocacy.

Marsha Hunter teaches attorneys how to speak persuasively and spontaneously. Her specialty is human factors—the science of human performance in high-stakes environments. Her client base spans the United States, Canada, and Europe. She teaches communication skills for the National Institute for Trial Advocacy, the Department of Justice, and upper echelon law firms.

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