Master the Art of Legal Advocacy Training Course

23 – 27 November 2026
Addis Ababa

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Training Center

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Ref: 36294_225002 **Date:** 23 – 27 November 2026 **Location:** Addis Ababa **Fees:** 4500 Euro

Course Overview:

The course is a complete program designed to elevate your skills in legal advocacy. This course delves into the core elements of persuasion in law, ensuring you gain a robust understanding of audience awareness in legal presentations. By focusing on planning and organizing legal arguments, participants will master effective legal presentation skills. The course covers crucial aspects such as voice and speech for lawyers, impactful legal language, and emotional appeal in legal advocacy. It also addresses repetition and pacing in court, body language for lawyers, and building confidence for legal advocacy. Additionally, the course provides insights into professional legal performance, legal narrative techniques, and the lawyer-client relationship. Participants will learn conduct in court, handling conflicts of law, interaction with witnesses, and strategic case planning.

Target Audience:

- Lawyers
- Senior Associates
- Legal Consultants
- Public Defenders
- Corporate Counsel
- Prosecutors
- Legal Researchers

Targeted Organizational Departments:

- Legal Departments
- Compliance Departments
- Human Resources
- Corporate Affairs
- Litigation Teams

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Targeted Industries:

- Legal Services
- Corporate Law Firms
- Government Agencies
- Non-profit Organizations
- Financial Services
- Healthcare
- Real Estate
- Technology

Course Offerings:

By the end of this course, participants will be able to:

- Master elements of persuasion in law.
- Enhance audience awareness in legal presentations.
- Plan and organize legal arguments effectively.
- Develop and deliver impactful legal presentations.
- Utilize voice and speech techniques for lawyers.
- Apply emotional appeal and impactful legal language.
- Manage repetition and pacing in court.
- Improve body language and build confidence for legal advocacy.
- Conduct professional legal performance and manage lawyer-client relationships.
- Handle conflicts in law and interact effectively with witnesses.
- Strategically plan cases and use witness evidence effectively.
- Develop legal case theories and organize legal materials.
- Craft compelling storytelling in legal contexts.
- Structure and deliver opening statements in court.
- Employ effective questioning and cross-examination techniques.
- Examine expert witnesses and deliver closing arguments.
- Prepare bail applications and structure pleas in mitigation.
- Evaluate legal performance and engage in legal practice exercises.
- Give and receive legal criticism professionally.
- Understand the framework of professional advocacy, higher rights of audience, and bar vocational practices.

Training Methodology:

The course employs a diverse range of training methodologies to ensure a complete learning experience. Participants will engage in case studies, group work, interactive sessions, and feedback sessions. These methodologies are designed to provide hands-on experience and real-world application of legal advocacy skills. Interactive sessions will focus on elements of persuasion, audience awareness, and effective presentation skills. Group work allows participants to collaborate on planning and organizing legal arguments, developing case theories, and preparing legal materials.

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Course Toolbox:

- complete workbooks
- Reading materials and online resources
- Checklists and templates for legal arguments and case planning
- Body language and confidence-building exercises
- Case study examples and practical exercises

Course Agenda:

Day 1: Presenting to Persuade

- **Topic 1:** Elements of Persuasion in Law
- **Topic 2:** Audience Awareness in Legal Presentations
- **Topic 3:** Planning and Organizing Legal Arguments
- **Topic 4:** Structure and Organization
- **Topic 5:** Personal Style
- **Topic 6:** Voice for Lawyers
- **Reflection & Review:** Review key points and reflect on the day's learnings.

Day 2: Effective Legal Presentation Skills

- **Topic 1:** Impactful Legal Language
- **Topic 2:** Words for Impact
- **Topic 3:** Emotional Appeal in Legal Advocacy
- **Topic 4:** Repetition in Court
- **Topic 5:** Pacing in Legal Presentations
- **Topic 6:** The Use of Pauses
- **Reflection & Review:** Review key points and reflect on the day's learnings.

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Day 3: Professional Performance and Interaction

- **Topic 1:** Posture in Legal Advocacy
- **Topic 2:** Interaction with the Audience
- **Topic 3:** Body Language for Lawyers
- **Topic 4:** Appearance in Court
- **Topic 5:** Building Confidence for Legal Advocacy
- **Topic 6:** Elements of Competent Performance
- **Reflection & Review:** Review key points and reflect on the day's learnings.

Day 4: Conduct and Case Planning

- **Topic 1:** Lawyer-Client Relationship
- **Topic 2:** Conduct in Court
- **Topic 3:** Handling Conflicts in Law
- **Topic 4:** Interaction with Witnesses
- **Topic 5:** Strategic Case Planning
- **Topic 6:** Using Witness Evidence Effectively
- **Reflection & Review:** Review key points and reflect on the day's learnings.

Day 5: Advanced Advocacy Techniques

- **Topic 1:** Developing Legal Case Theories
- **Topic 2:** Material Organization for Lawyers
- **Topic 3:** Storytelling in Legal Contexts
- **Topic 4:** Opening Statements in Court
- **Topic 5:** Effective Questioning Techniques
- **Topic 6:** Cross-Examination Strategies
- **Reflection & Review:** Review key points and reflect on the day's learnings.

How This Course is Different from Other Legal Advocacy Courses:

This course stands out due to its complete approach to legal advocacy. Unlike other courses, it covers a broad spectrum of skills, from elements of persuasion and audience awareness to effective presentation techniques and strategic case planning. The course emphasizes practical application through interactive sessions, case studies, and group work. Participants will gain hands-on experience with voice and speech practices, emotional appeal strategies, and body language techniques.