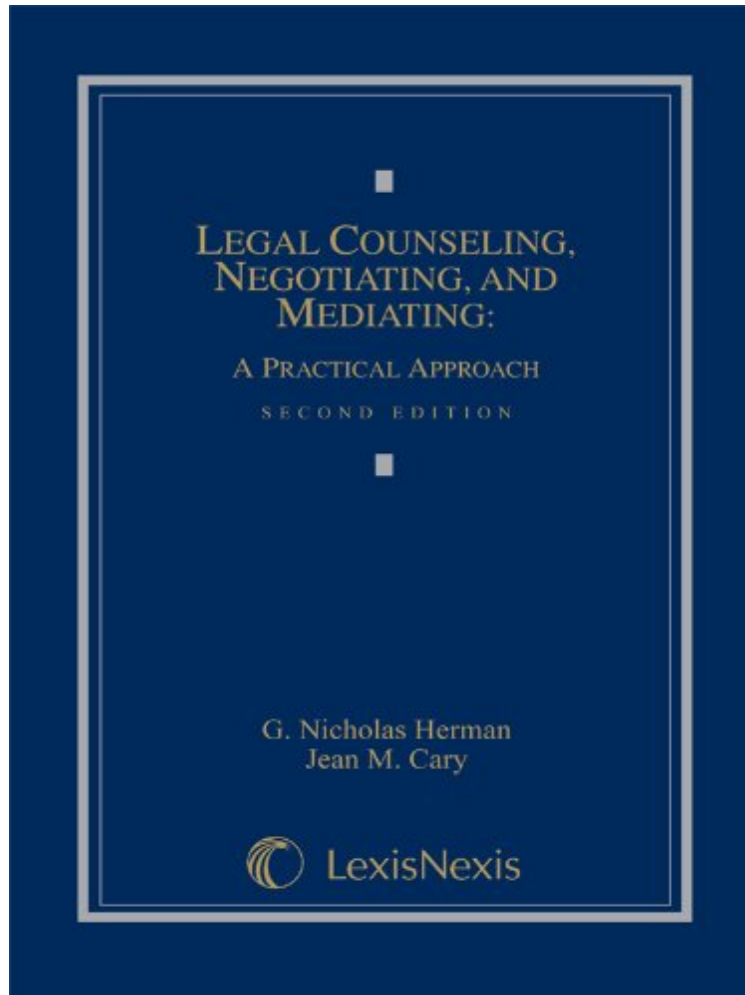


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Legal Counseling, Negotiating, and Mediating: A Practical Approach (Loose-leaf version)

G. Nicholas Herman, Jean M. Cary

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1 of 2 people found the following review helpful. Don't Buy, Even If It *Is* Required By Avid Student If you are familiar with the basic jargon of Not Being a Jerk ("active listening," "developing rapport," "empathetic understanding"), then this book will add nothing to that knowledge. This book is also a terrible incentive for professors, who render reading assignments superfluous if they discuss the selection for more than four minutes in class, and thus will not teach anything in class. Just don't do it.

This three-hole punched, alternative loose-leaf version of the hardbound book is printed on 8 x 11 inch paper with wider margins and the same pagination offered at a substantially lower price than the hardbound book. This book provides a comprehensive descriptive and prescriptive treatment of legal counseling, interviewing, and negotiation (including mediation and plea-bargaining). As reflected in the title, the book takes "a practical approach" to these skills, so students can learn specifically how to engage in effective counseling and negotiating. The book also emphasizes pertinent ethical and legal considerations in connection with counseling clients and negotiating settlements. The authors discuss leading "theoretical approaches" to the extent those approaches can be meaningfully applied in practice. The overall effect is to emphasize that blend of theory, practice, ethics, and law that is most meaningful in the sense of having real-life application to effective client representation. The Appendices to the book provide numerous negotiation and mediation, including plea-bargaining, role-plays.