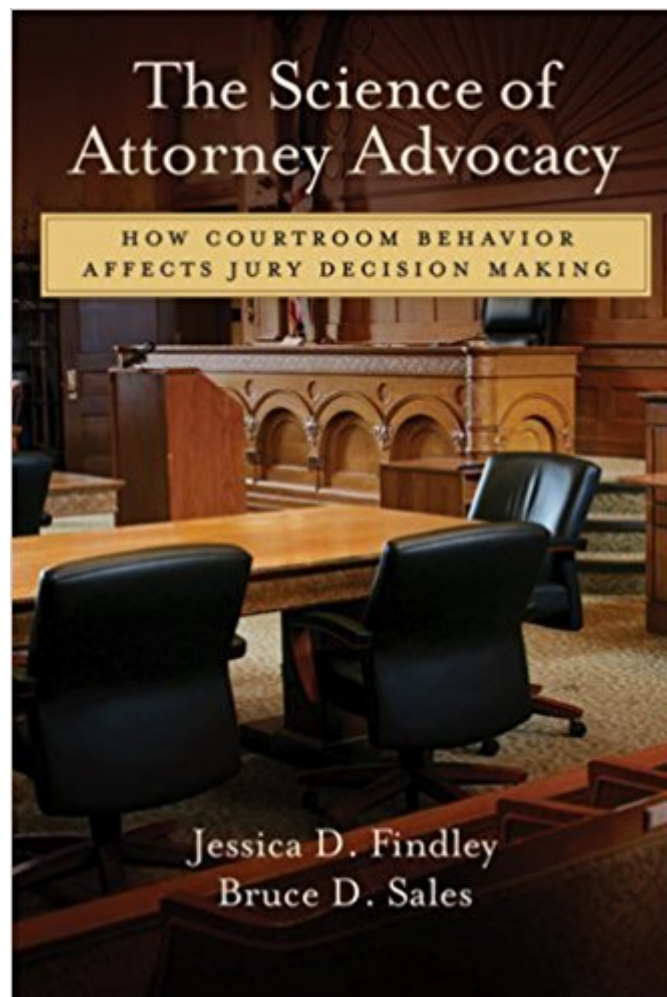




**Ebook Directory**  
the best source of ebook

**The book was found**

# **The Science Of Attorney Advocacy: How Courtroom Behavior Affects Jury Decision Making (Law And Public Policy: Psychology And The Social Sciences)**





## Synopsis

Successful advocacy approaches are essential for the practice of law. Lawyers, law professors, judges, and other legal commentators have offered numerous recommendations for how trial lawyers can persuade juries, including techniques in verbal and nonverbal communication, attorney demeanor, and so forth. These recommendations have been put into trial practice handbooks and are frequently taught in law schools as part of the trial advocacy curriculum. However, they often rely on popular assumptions or intuition rather than social and behavioral science. Research is needed to differentiate intuition and speculation from scientific proof of efficacy. This book fills this critical gap by reviewing the scientific support for popular advocacy recommendations. It first summarizes trial commentators' recommendations, then reviews the scientific support for these recommendations, and finally evaluates the recommendations in light of the scientific support. Research is culled from not only trial and simulated trial settings, but also other social and behavioral settings. Topics include attorney demeanor, verbal and nonverbal communications, the attorney-client relationship, and storytelling (narrative techniques). This book will appeal to researchers in psychology, communications, linguistics, and other social sciences, as well as trial commentators and practicing attorneys.

## Book Information

Series: Law and Public Policy: Psychology and the Social Sciences

Hardcover: 304 pages

Publisher: American Psychological Association (APA); 1 edition (February 15, 2012)

Language: English

ISBN-10: 1433810980

ISBN-13: 978-1433810985

Product Dimensions: 7.2 x 0.9 x 10.2 inches

Shipping Weight: 1.6 pounds (View shipping rates and policies)

Average Customer Review: 5.0 out of 5 stars 1 customer review

Best Sellers Rank: #1,496,295 in Books (See Top 100 in Books) #70 in [Books > Law > Rules & Procedures > Jury](#) #298 in [Books > Law > Rules & Procedures > Trial Practice](#) #553 in [Books > Health, Fitness & Dieting > Psychology & Counseling > Forensic Psychology](#)

## Customer Reviews

Jessica D. Findley, JD, PhD, is law clerk to the Honorable Christopher Staring, Pima County, Arizona Juvenile Court. Her scholarly interests focus on the use of social science research and

theory to understand and improve civil and criminal law. Bruce D. Sales, PhD, JD, is the Virginia L. Roberts Professor of Criminal Justice and director of graduate studies in the Department of Criminal Justice at Indiana University, Bloomington. His recent books include *Courtroom Modifications for Child Witnesses: Law and Science in Forensic Evaluations* (with S. R. Hall, 2008); *Sex Offending: Causal Theories to Inform Research, Prevention, and Treatment* (with J. D. Stinson & J. D. Becker, 2008); *Scientific Jury Selection* (with J. D. Lieberman, 2007); *Criminal Profiling: Developing an Effective Science and Practice* (with S. J. Hicks, 2006; Italian translation, 2009); and *Experts in Court: Reconciling Law, Science, and Professional Knowledge* (with D. W. Shuman, 2005; Korean translation, 2009). He is the first editor of the journals *Law and Human Behavior* and *Psychology, Public Policy, and Law*, as well as a fellow of the American Psychological Association (APA) and the Association for Psychological Science. He is an elected member of the American Law Institute and twice served as president of the American Psychology-Law Society (Division 41 of APA). He received the Award for Distinguished Contributions to Psychology and Law from the American Psychology-Law Society, the Award for Distinguished Professional Contributions to Public Service from APA, and an honorary doctor of science degree from the City University of New York for being the "founding father of forensic psychology as an academic discipline."

This is a very well written book. As an attorney I truly enjoyed reading the science behind what I work for every day. It is expensive but worth it! Love it!

[Download to continue reading...](#)

The Science of Attorney Advocacy: How Courtroom Behavior Affects Jury Decision Making (Law and Public Policy: Psychology and the Social Sciences) Soap Making: 365 Days of Soap Making: 365 Soap Making Recipes for 365 Days (Soap Making, Soap Making Books, Soap Making for Beginners, Soap Making Guide, ... Making, Soap Making Supplies, Crafting) Soap Making: 365 Days of Soap Making (Soap Making, Soap Making Books, Soap Making for Beginners, Soap Making Guide, Soap Making Recipes, Soap Making Supplies): Soap Making Recipes for 365 Days Jury Decision Making: The State of the Science (Psychology and Crime) Legal Blame: How Jurors Think and Talk about Accidents (Law and Public Policy: Psychology and the Social Sciences) The Right to Refuse Mental Health Treatment (Law and Public Policy: Psychology and the Social Sciences) Public Relations and Social Media for the Curious: Why Study Public Relations and Social Media? (A Decision-Making Guide to College Majors, Research & Scholarships, and Career Success) The Guerrilla Guide to Picking a Jury: Jury Selection and Voir Dire for Non-Lawyers (Guerrilla Guides to the Law) The Psychology of Judgment and Decision Making (McGraw-Hill

Series in Social Psychology) Organizational Behavior and Public Management, Third Edition,  
Revised and Expanded (Public Administration and Public Policy) Scientific Jury Selection (Law and  
Public Policy) Scientific Jury Selection (H) (Law and Public Policy) Storytelling for the Defense: The  
Defense Attorney's Courtroom Guide to Beating Plaintiffs at Their Own Game Race in the Jury Box:  
Affirmative Action in Jury Selection (Sunny Series in New Directions in Crime and Justice Studies)  
Public Administration and Law, Third Edition (Public Administration and Public Policy) CRITICAL  
THINKING: A Beginner's Guide To Critical Thinking, Better Decision Making, And Problem Solving !  
( critical thinking, problem solving, strategic thinking, decision making) Critical Thinking: Decision  
Making with Smarter Intuition and Logic! (Critical Thinking, Decision Making, Logic, Intuition)  
Decision Making in Medicine: An Algorithmic Approach, 3e (Clinical Decision Making Series) Art of  
Advocacy Series: Jury Selection Reconceiving Decision-Making in Democratic Politics: Attention,  
Choice, and Public Policy (American Politics & Political Economy (Paperback))

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)