

The New South Wales Bar Association

'Persuasion Power' Series

Open Door Productions' 'Persuasion Power' Workshop Series focuses on how Barristers can maximise their persuasive ability. In sessions akin to an 'actors' workshop', participants practise and analyse persuasive and presentational strategies, tactics and techniques, using material that is specifically designed to enhance persuasiveness in many facets of legal work.

This hands-on, small-group format is a laboratory for experiment with each individual's approach and temperament, in an entertaining, collegial atmosphere where experience is pooled and shared. We expect that individual participants will make discoveries about their current challenges, as well as their particular strengths.

Two facilitators bring directorial, performance and scriptwriting experience to the workshop. The emphasis is on helping participants to develop personal persuasive and presentational styles, through *intensive practice of micro-skills*, often honed under questioning pressure.

Open Door Productions

Presenters **Nicholas Frost** and **Gabrielle Gazal** have extensive experience as theatre directors, corporate facilitators, presenters, and professional role players.

Their background enables participants to gain a *high level of skills immersion* in a short time, experiencing a wide range of skills-building activities.

The male / female team has provided educational services in a variety of environments including education, business and corporate sectors and within Continuing Professional Development programmes for a range of professional groups, supporting participants with diverse personalities and learning needs.

The facilitators also bring experience as *Script Writers*, teachers of English in cross-cultural contexts, and teachers of *Negotiation*.

Their book *'Total Drama'* (480 pgs) due for publication by Macmillan Education Australia, is an in-depth analysis of interpersonal dynamics in presentational contexts.

For The New South Wales Bar Association CPD programme:

- Providers of **'Persuasion Power'** Series: (2007)
- Providers of **'Presentation Power'** Series: (2008)
- Providers of **'Examination Power'** Series: (2009)

Curriculum

<p><i>Session 1</i></p>	<p>Persuasive Tactics</p> <p>Depth Persuasion</p>	<p>Exploring a wide range of tactics to convince the other. 'Read the person', status, emotion etc.</p> <p>Intensive relationship - based situational: background, motive, objective, subtext, emotion, relationship.</p>
<p><i>Session 2</i></p>	<p>Persuasive Personae</p> <p>Persuasive Speeches</p> <p>'Snatch' Technique</p>	<p>Developing range using 14 Personae - based on Intellect, Emotion, Relationship.</p> <p>Deliver short generic and legal speeches working with emotional choreography, rhythm, persona etc, to develop commitment and range.</p> <p>Absorbing text and presenting it in succinct original statements.</p>
<p><i>Session 3</i></p>	<p>Simplicity</p> <p>Stand-Alone Statements</p> <p>Structure</p> <p>Selling an idea to Listener / Learner Types</p>	<p>Delivering complex (legal) concepts, jargon etc, in plain and simple English.</p> <p>Delivering succinct statements to reinforce themes and respond to questioning pressure.</p> <p>Structuring a message in 3 stages: key argument, support evidence, reiteration.</p> <p>Shaping the content and structure of a message to suit listener constraint, personality, and respond to questioning pressure.</p>
<p><i>Option</i></p>	<p>Story as Argument</p>	<p>Use personal story to build an argument, with context, scene, character, objective, motive, relationship, conflict, narrative, theme, climax, recapitulation.</p> <p>For use in opening and closing speeches.</p> <p>Use rhythm, pace, time, tense, detail, stop-frame, slow-motion, suspense, emotional moments, pause, sensory language <i>etc.</i></p>

The Workshop Series

<u>Date:</u>	2010: Sunday 17, 24, 31 October
<u>Duration:</u>	Three workshops of four hours each. Sundays: 10 am - 2 pm (9.40 am arrival for 10 am).
<u>Cost:</u>	\$650 per participant (GST inclusive). Lunch and beverages provided.
<u>CPD points:</u>	6 points: Accredited by The New South Wales Bar Association.
<u>Format:</u>	Small-group intensive skills-building with two facilitators. (Maximum of 10 participants)
<u>Venue:</u>	St James' Hall, Level One, 169 Phillip Street
<u>Notes:</u>	Literature (and some brief pre-course preparation) will be included. Course material is suitable for both <i>new and seasoned</i> barristers.
<u>Attendance:</u>	Participants should attend all workshops as skills and case material are cumulative.

Open Door Productions

<u>Tel / Fax:</u>	+61 2 9314 5880
<u>Mobile:</u>	0414 414 658
<u>Email:</u>	info@odp.com.au

Former Participants from 2007 - 2009 say:

- Excellent hands-on approach. Facilitators are interested in each and every student. Very relevant and extremely practical...
- The practical classes were excellent and they helped me realise some of my weaknesses...
- Excellent - should be given regularly by the Bar Association...
- Extremely useful and thought-provoking...
- It assisted me greatly with vocal and physical techniques...
- Excellent, empathetic, intelligent...
- Created a friendly, safe arena in which to experiment...
- Excellent - sensitive, funny, insightful...
- Outstanding - exceptionally attuned to individuals and group...
- Best CPD I've done...
- Made an immediate impact that was commented on by the Judge in court...
- I found the course literature to be concise and easy to read, which I know I can always go back to in future, to improve my opening and closing presentations...
- It has led me to alter my approach to advocacy in practical ways...
- Wonderful presenters and facilitators - gave generously of your time and expertise...
- The main case study used was nuanced and subtle enough to occupy the groups meaningfully and productively...
- Using professional actors as witnesses who became different types was very helpful - good to have a list of character-traits to look out for in witnesses...