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Linda L. Kruschke
Oregon State Bar
CLE Publications Manager
lkruschke@osbar.org

ANTITRUST

Antitrust Compliance: Perspectives and Resources for Corporate Counselors
(2005)
ABA price: $154.00
OSB price: $123.00  [ABA.5030470]
Antitrust Compliance, an extensive resource manual for outside and in-house counsel charged with developing or updating their clients’ antitrust compliance program, includes:
• detailed essays exploring specific compliance issues from the perspective of experienced practitioners;
• real-life antitrust compliance manuals that are in use today by corporations;
• formatted presentations and other useful handouts that can be customized for use in actual corporate employee training situations; and
• a CD-ROM containing most of the compliance presentations and other resources for ease in adapting that information to your specific circumstances.

Competition Laws Outside the United States
Three-Volume Set (2005)
ABA price: $390.00
OSB price: $312.00  [ABA.5030471P]
This easy-to-use publication is your starting point for understanding the antitrust or competition law of another country. This three-volume set (1,300-page supplement plus the original two-volume set) includes:
• two new chapters on the Netherlands and South Africa;
• examination of recent developments in the extraterritorial application of U.S. antitrust law;
• examination of the evolution of international bodies devoted to standardizing and globalizing competition laws affecting multinational actors;
• a broad overview of international antitrust law and practice;
• in-depth treatment of the competition laws of the following 10 jurisdictions with which U.S. businesses trade extensively: Australia, Brazil, Canada, European Union, France, Germany, Italy, Japan, Mexico, and United Kingdom;
• chapters (with the text of pertinent competition statutes) authored by leading competition law practitioners in the pertinent jurisdiction; and
• Web site addresses containing additional relevant statutes, guidelines, and other information on competition law enforcement for the 10 jurisdictions as well as other countries.
(2005)
ABA price: $134.00
OSB price: $107.00  [ABA.5030472]
The ability to evaluate whether a firm or group of firms has or could obtain market power is a necessary skill for all antitrust practitioners. Market Power Handbook, your essential resource for conducting the needed market power analysis, provides:
• an introduction to the role that market power plays in cases brought under the principal antitrust statutes;
• a comprehensive review of the wide range of legal and economic issues that arise in relation to the core antitrust concept of market power;
• a discussion of the fundamental economic doctrines relevant to market power analysis;
• a description of the role market power plays in the context of market definition and analysis;
• an analysis of the measurement and interpretation of market share and market concentration; and
• a discussion of structural characteristics of markets (such as barriers to entry) that affect the ability to attain or exercise market power.
This resource also includes extensive discussions of such related issues as the determination of whether market power exists in narrow product markets (often referred to as submarkets), the use of market power screens, “lock in” as a source of market power, the analysis of market power in “network” markets, and the evaluation of essential facilities claims.

Mergers and Acquisitions: Understanding the Antitrust Issues
by Keith D. Shugarman
ABA price: $149.95
OSB price: $120.00  [ABA.5030438]
A comprehensive review of U.S. substantive merger law, Mergers and Acquisitions gives you indispensable guidance you can put into practice today. No other book gathers all of the resources, case law, and agency rulings you need in a single place. It is a fundamental reference to:
• the relevant case law;
• antitrust guidelines;
• policies and speeches; and
• consent decrees on the subject.
This valuable resource also guides you through the substantive analysis applied to transactions, including:
• market definition and measurement;
• possible coordinated and unilateral effects arising from a transaction;
• potential mitigating factors, efficiencies, and defenses;
• joint ventures and vertical and conglomerate mergers;
• international transactions; and
• judicial relief and remedies.
A significant contribution to antitrust scholarship, this reference will serve you again and again as you counsel your clients, help them understand the issues involved, and work more effectively to achieve your goals in the evaluation process and beyond.

Model Jury Instructions in Civil Antitrust Cases
2005 Edition
ABA price: $139.00
OSB price: $111.00  [ABA.5030463]
Model Jury Instructions in Civil Antitrust Cases offers, to the greatest extent possible, definitive instructions on antitrust law. These model instructions:
• are balanced and intended to be acceptable to plaintiffs and defendants alike;
• are written in a way that juries would find helpful and informative;
• distill language from the appellate court decisions that accurately and clearly reflect substantive antitrust law; and
• account for the variety of factual circumstances in which antitrust claims arise by including bracketed directions to insert the particular allegations or contentions of the parties.
These model instructions generally present a single, clear view of the law based on Supreme Court and U.S. Court of Appeals decisions. In those few instances when there is a split of authority among circuits on a point relevant to the instructions, alternative instructions are provided or noted.

BUSINESS LAW

Checkpoints in Cyberspace: Best Practices for Averting Liability in Cross-Border Transactions
(2005)
by Roland L. Trope and Gregory E. Upchurch
ABA price: $74.95
OSB price: $57.50  [ABA.5070487]
Written for executives and their legal counsel, this book:
• maps the risk points that are emerging for cross-border corporate transactions (such as acquisitions, joint ventures, and outsourcings) in the digital and Internet eras and in the new enforcement environment;
• focuses on risks of inadvertent violations of “Access Control Laws” (those concerning trade sanctions, export and defense trade controls, personal data protection, information security, and patents);
• advises how companies can avert such risks by early deployment of checkpoints and enhanced due diligence undertaken before a definitive transaction agreement is signed;
• teaches strategies companies can use to avoid delays and disruptions that drive up transactional costs and jeopardize the deal; and
• examines the ways such risks arise and identifies best practices for averting them by tracing the negotiation of a hypothetical acquisition by a United States firm of a Norwegian firm and its affiliates in the Netherlands, Canada, and Japan.
The E-Business Legal Arsenal: Practitioner Agreements and Checklists
(2004)
by Ruth Hill Bro
ABA price: $159.95
OSB price: $128.00 [ABA.5450034]
Drawing on precedent provided by attorneys throughout the United States and Canada, this collaborative compilation and its accompanying CD-ROM provide sample contracts and checklists for a wide array of e-business transactions and useful guidance to practitioners faced with the daunting task of advising clients whose business models have been transformed by the convergence of computer, communication, and Internet technology. The CD-ROM contains over 200 sample e-business agreements, policies, and checklists, including:
• advertising, sales, and brokering agreements;
• asset purchase agreements;
• confidentiality/nondisclosure agreements;
• content development agreements;
• database license agreements;
• joint venture agreements;
• parental consent forms;
• privacy policies;
• release agreements;
• software development and software license agreements;
• trademark licenses/notices/disputes;
• Web development agreements;
• Web linking developments;
• Web terms of service;
• and much more.

Information Security: A Legal, Business and Technical Handbook
(2004)
by Kimberly Kiefer, Stephen Wu, Ben Wilson, and Randy Sabett
ABA price: $59.95
OSB price: $48.00 [ABA.5450033]
Information Security: A Legal, Business and Technical Handbook was designed to assist lawyers who counsel directors, management, and other business personnel regarding maintenance of electronic records and data used in business. Some electronic records may include confidential information, trade secrets, or information that is considered private, especially in regulated industries such as financial services and health care. The Handbook provides clear and comprehensive guidance to anyone who wants a basic understanding of information security threats and the legal issues related to them.

Model Asset Purchase Agreement with Commentary
(2001)
ABA price: $269.95
OSB price: $216.00 [ABA.5070375PBD]
The Model Asset Purchase Agreement with Commentary is the most comprehensive resource available for negotiating and documenting an asset purchase. The Asset Purchase Agreement and the Exhibits, Ancillary Documents and Appendices thoroughly explain the substantive law behind each model provision and provide sample documentation. The text of the agreement itself and other documents are included on a CD-ROM for easy customization.

Model Joint Venture Agreement with Commentary
(2005)
ABA price: $179.95
OSB price: $144.00 [ABA.5070492PBD]
Model Joint Venture Agreement with Commentary is a comprehensive resource that provides a complete first draft of a model joint venture agreement replicated on a companion CD-ROM and ready for tailoring to your transaction. Incisive commentary explains the meaning and function of each provision. A checklist and bibliography are also provided.

Model Web Site: A Knowledge Management Approach to E-Business
(2005)
by Jason I. Epstein and Bruce C. Doeg
ABA price: $80.95
OSB price: $64.75 [ABA.5070497CD]
The Model Web Site, an interactive “knowledge management” tool on CD-ROM, guides business professionals and lawyers through typical legal issues of selling products and services and licensing software over the Internet, including:
• advertising;
• privacy and security;
• electronic contracting; and
• domestic and international regulations.
It is designed to allow users to intuitively discover and analyze legal forms, relevant case law, and statutes that apply to doing business online. The Model Web Site, developed as an example of a typical company Web site, includes four major topic areas of selling or licensing online:
• The Model Homepage Tab;
• The Privacy Tab;
• The Collecting Information Tab; and
• The Buying Process Tab.
LITIGATION

Creating Winning Trial Strategies and Graphics
(2004)
by Christopher Ritter
ABA price: $149.00
OSB price: $159.00 [ABA.5190378]
This book reveals how you can create compelling graphics to strengthen your case and make your courtroom presentation more persuasive. This easy-to-read guide takes you step by step through the graphics process—from how the rules of evidence apply to trial graphics—to what kinds of graphics work best. Following these steps will:
• simplify your case by filtering out what is distracting or unimportant;
• help you clarify and develop essential themes;
• provide you with other tools so jurors can effectively evaluate, retain, and understand complex issues; and
• make it easier to convey information in an organized, clear, and convincing manner.
Topics include: persuasion; jury deliberations; information architecture; evidence; technology; standard forms; specialized graphics; and hypothetical cases. Also included is a valuable CD-ROM that contains all graphics illustrated in the book as well as numerous additional examples of trial graphics and state-of-the-art animations.

Effective Depositions
(1997)
by Henry L. Hecht
ABA price: $110.00
OSB price: $88.00 [ABA.5310228]
Effective Depositions is a comprehensive, practical guide through every stage of the deposition process. It concisely covers the law of depositions and related discovery issues and gives you a clear, thorough understanding of the process and its practical challenges and pitfalls. With this publication, you can make the best use of the opportunities the process offers. Whether you are a seasoned veteran of depositions or a first-timer, you will learn techniques and strategies for effectively:
• preparing a witness, whether as taker or defender;
• taking a deposition;
• using (or countering) the deposition at trial; and
• avoiding costly, damaging mistakes along the way.

Electronic Evidence and Discovery:
What Every Lawyer Should Know
(2004)
by Michele C.S. Lange and Kristin M. Nimsger
ABA price: $89.95
OSB price: $72.00 [ABA.5450035]
This book will help you grasp the leading issues associated with electronic evidence, demystify this technology, and take advantage of this opportunity within the practice of law. This cutting-edge and practical guide is designed to arm you with the information, tools, and knowledge necessary to:
• properly request the appropriate information;
• be able to relate your claims or defenses to the information you seek;
• adequately respond to inquiries relating to e-evidence;
• understand that there are privileges, undue burdens, alternative sources of information, or other reasons to object to discovery;
• assist judges in identifying what is reasonable to expect from both parties;
• and more.
Electronic Evidence also contains numerous charts, rules, and statutes relating to electronic evidence, case law, sample forms, and secondary resources.

Electronic Evidence: Law and Practice
(2005)
by Paul R. Rice
ABA price: $95.00
OSB price: $76.00 [ABA.5310341]
The unique problems posed by e-evidence have received no special attention in the Federal Rules of Evidence. As a result, lawyers and judges must resort to common-law principles to devise solutions. Electronic Evidence: Law and Practice:
• explores the range of evidentiary problems encountered in e-commerce transactions and electronic communications, from discovery to trial;
• offers practical solutions to both existing and potential problems;
• examines fundamental evidentiary issues from a new perspective, giving you a better understanding of both the principles underlying each rule and their application in this unique electronic context;
• guides you through common initial problems in discovery and explains, with suggested forms, where materials can be found and how document requests should be worded;
• examines the increased responsibility to preserve and produce electronic evidence in its various forms; and
• reviews the application of established rules of evidence to this relatively new type of evidence with case authority from both the state and federal courts.

Examining Witnesses
by Michael E. Tigar
ABA price: $125.00
OSB price: $100.00 [ABA.5310329]
Updated, expanded, and completely reworked by the author, Examining Witnesses, Second Edition is a practical and comprehensive resource that:
• provides theory, techniques, and strategy guidance needed to use witnesses effectively in trial;
• discusses virtually every type of witness and witness situation you are likely to encounter;
• covers the entire trial process, from the first client meeting through seeing, shaping, presenting, and summing up the case;
• includes extensive revisions of sections on expert witnesses and direct and cross-examination; and
• includes an extensive, annotated examination conducted by the author in his defense of Terry Nichols.
Intellectual Property Law and Litigation
by Edward F. O’Connor
ABA price: $69.95
OSB price: $56.00 [ABA.5190359]
Tapping into the experience of an experienced patent lawyer, Intellectual Property Law and Litigation is an informative resource that provides:
• an overview of intellectual property (IP) law, with a special emphasis on patent litigation;
• a summary of IP law that is anecdotal, not dry or overwhelming, including the basics of copyright law and unfair competition;
• an insightful look at IP law that is instructive to the veteran IP lawyer, as well as the novice;
• practical advice for you and your client in an approachable style;
• advice on what you must learn in an initial client interview;
• an understanding of the procedures and implications for filing a patent;
• a thorough discussion of the impact of the doctrine of equivalents;
• information on the role of inequitable conduct in patent infringement cases; and
• a clear analysis of the differences between trademark infringement and trade dress infringement.

Internal Corporate Investigations
ABA price: $140.00
OSB price: $88.00 [ABA.5310310]
Written by prominent litigators who share their advice and expertise, Internal Corporate Investigations is a fully updated and expanded resource that:
• contains proven strategies, methods, and techniques used by seasoned practitioners to help you conduct an effective and efficient internal investigation;
• provides you with practical tips on anticipating, recognizing, and avoiding the traps and pitfalls you are certain to encounter;
• examines the issues and provides solutions to help you prepare for this difficult task;
• guides you through the steps necessary to conduct every aspect of a proper and thorough legal investigation; and
• clearly describes and advises you on the methods and skills involved.

Letters for Litigators: Essential Communications for Opposing Counsel, Witnesses, Clients and Others
(2004)
by Daniel I. Small and Robin Page West
ABA price: $80.00
OSB price: $64.00 [ABA.5150291]
Save time and simplify your office routine. This publication includes numerous letters that can help simplify the task of communicating with opposing counsel, witnesses, clients, the court, and others. As an added benefit, all letters contained in the book are also included on CD-ROM. As electronic communication via quick e-mails and voicemail becomes the norm and paper letters the exception, it becomes increasingly important not to lose sight of the importance of documenting the file and maintaining a professional tone. These letters simplify and expedite this effort, whether they are sent in paper form or via e-mail. Don’t reinvent the wheel; start with these letters instead.

Mastering Voir Dire and Jury Selection: Gain an Edge in Questioning and Selecting Your Jury
(2005)
by Jeffrey T. Frederick, Ph.D
ABA price: $99.95
OSB price: $80.00 [ABA.5150296]
This resource by one of the nation’s most experienced trial consultants goes beyond other books on jury selection and focuses on the skills needed to conduct effective voir dire and jury selection, ultimately improving your chances of a favorable verdict at trial. This edition includes updated and expanded discussions of:
• developing voir dire questions;
• good questioning techniques and skills;
• reading jurors’ nonverbal behavior;
• successfully overcoming common problems encountered during voir dire;
• the use of juror questionnaires; and
• overall jury selection strategies.

Included with the books is a user-friendly CD-ROM containing more than 70 juror questionnaires from criminal trials such as Colorado v. Kobe Bryant, California v. Scott Peterson, Connecticut v. Michael Skakel, United States v. Timothy McVeigh, and United States v. Arthur Andersen, and from civil trials such as In re Exxon Valdez, In re Visa Check/Mastermoney Antitrust Litigation, International Paper Co. v. Affiliate FM Insurance Cos., and Mildred Valentine v. Dow Corning Corporation et al.

McElhaney’s Litigation
(1995)
by James McElhaney
ABA price: $29.50
OSB price: $31.50 [ABA.5310121]
In this classic volume, the author of the best-selling Trial Notebook shows you how to anticipate and avoid the snares, traps, and pitfalls that litter every trial and await veteran and novice alike. Bringing together 80 of James W. McElhaney’s Litigation columns from the ABA Journal, the book covers virtually every aspect of trial practice. McElhaney identifies the problems that await you and gives you clear, concrete techniques, tactics, and strategies you can start using immediately to prevent (or recover from!) them. McElhaney shows you, simply, how to conduct the best trial you are capable of conducting. In the spare, lively, memorable prose that has become a McElhaney hallmark, you get techniques and strategies grounded in actual courtroom experience, with numerous examples and anecdotes that illuminate, clarify, and reveal.
McElhaney’s Trial Notebook
by James McElhaney
ABA price: $64.95
OSB price: $52.00 [ABA.5310348]
Expanded, updated, and revised by the author, this new edition of Trial Notebook includes 30 years of James McElhaney’s clear, graceful, and entertaining writing. Nearly a third larger than the previous edition, the book now includes 90 chapters that cover everything from discovery through rebuttal and provides you with techniques, tactics, and strategies for every stage of trial. The author knows his subject better than anyone, as a practitioner and as a professor. The result is information grounded in actual courtroom experience that litigators want to read, can understand, will enjoy, and use daily in court. Used again and again by thousands of trial lawyers, Trial Notebook is certain to improve the effectiveness of your advocacy.

Model Jury Instructions: Patent Litigation
(2005)
ABA price: $115.00
OSB price: $92.00 [ABA.5310339]
Model Jury Instructions: Patent Litigation provides:
• clear and balanced instructions for presentation to juries in patent litigation;
• model instructions that accurately and impartially present the elements and critical definitions of patent law;
• language that is understandable and familiar to the average juror;
• chapter introductions with overviews of the current state of the law, including the major recent cases in most jurisdictions, with discussions of the practical issues you might have to consider;
• commentary following individual instructions that includes discussion of the cases from which the instruction was derived, as well as how and when to adapt the instruction to particular cases, to the laws of particular states, to the requirements of particular jurisdictions, or in the light of inconsistent authority; and
• a CD-ROM of the jury instructions that allows for easy adaptation to particular cases or points.
This book gives you the framework for preparing and trying your case, from analyzing the fact situation and planning strategy, to preparing your final argument.

Preparing Witnesses
by Daniel I. Small
ABA price: $79.95
OSB price: $64.00 [ABA.5150295]
This book contains real-world examples and clearly planned exchanges illustrating key points for witnesses to remember. With Preparing Witnesses in your library, you will:
• improve your witness preparation skills;
• help your client perform as an asset to your case; and
• learn the most effective ways to teach your client basic principles of testifying.
Includes a CD-ROM with all appendix material.

Questions from the Bench
(2004)
by Douglas S. Lavine
ABA price: $65.00
OSB price: $52.00 [ABA.5310334]
Learn how to respond to a judge’s questions directly and persuasively. Written by a trial judge, this guide includes a discussion of general principles related to advocacy as well as basic approaches, themes, and “rules” to consider when answering questions from the bench. It also contains three case studies of arguments in the U.S. Supreme Court to illustrate advocacy principles. The book offers practical advice and thoughtful analysis that will help you answer questions effectively.
The Spine at Trial: Practical Medico Legal Concepts about the Spine  
(2002)  
by Jose Kuri, Ed Stapleton, Frank Costilla, and Hettie Rollins Odabashian  
ABA price: $165.00  
OSB price: $132.00  
[ABA.5190351]  
Packed with tips to simplify the unfamiliar territory of spinal and neck injuries, this book will sharpen your ability to persuade a judge or jury by increasing their understanding and retention of the facts. Fusing the expert advice of a neurosurgeon, two personal injury lawyers, and a medical researcher, The Spine at Trial covers the important issues, questions, and persuasive arguments applicable to your spinal injury case, such as how to:  
• make complex issues related to spinal injuries more understandable, interesting, and memorable to judges and jurors;  
• direct more incisive examinations of expert medical witnesses;  
• decode and simplify medical jargon;  
• better understand and know what to question in a medical report; and  
• evaluate and prove the type, nature, and extent of your client’s injury.  

The Trial Lawyer: What It Takes to Win  
by David Berg (2003)  
ABA price: $110.00  
OSB price: $88.00  
[ABA.5310330]  
David Berg knows how to win cases. And he knows how to tell a story. In The Trial Lawyer: What It Takes to Win, Berg puts both skills to dazzling use in an engaging and instructive guide to winning at trial. Berg covers the key elements of a trial—persuasion, discovery, jury studies, voir dire, opening arguments, cross-examinations, preparing and presenting witnesses, and closing arguments—but he also shares his thoughts on what it takes to win—whether winning means a decisive verdict or an extraordinary settlement. Berg weaves nuts-and-bolts techniques that will make you a better trial lawyer with illustrative stories from his legendary career. Written with insight and verve, it will teach you how to improve your chances of winning at trial.  

The Winning Argument  
(2001)  
by Ronald Waicukauski, Paul Mark Sandler, and JoAnne Epps  
ABA price: $54.00  
OSB price: $43.00  
[ABA.5310300]  
Three experienced trial lawyers provide you with practical approaches, insightful analysis, and compelling strategies to make your argument—before a judge, jury, colleague, arbitrator, or mediator—persuasive and effective. The book covers 12 characteristics of a winning argument and presents the rudiments and sophisticated levels of persuasion based on ancient and modern techniques. It also examines the origin of winning strategies, offering an appreciation for the art of advocacy and persuasion. This book focuses on singular characteristics of advocacy by drawing on specific principles of persuasive techniques, including how to focus on the listener, how to build an argument with law, evidence, and policy, how to appeal to emotion, and how to capitalize on ethos. Craft your own winning argument—order today!  

MISCELLANEOUS  

Advocacy Words: A Thesaurus  
(2005)  
by William A. Drennan  
ABA price: $29.99  
OSB price: $24.00  
[ABA.5150406]  
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Of America's 43 presidents, 25 have been lawyers. John Adams, the first lawyer-president, handled prominent political cases during his 20-year law practice and made significant contributions to our nation's founding charters. His son, John Quincy Adams, argued landmark U.S. Supreme Court cases both before and after his presidency. He was one of eight lawyer-presidents to appear as counsel before the highest court in the land. America's most beloved and admired president, Abraham Lincoln, was involved in more than 5,000 cases during his 25-year legal career, while Rutherford Hayes, Benjamin Harrison, and other lawyer-presidents gained fame handling sensational murder trials and high-profile cases. America's Lawyer-Presidents sheds light on the legal backgrounds of each of these chief executives and describes how their experiences as lawyers impacted and shaped their presidencies. Written by historians and presidential scholars and highlighted by photos, illustrations, and sidebars, America's Lawyer-Presidents provides new insights into our national leaders and their lives and times, from colonial days to the present.
The Impact of Domestic Violence on Your Legal Practice: A Lawyer's Handbook
by Margaret B. Drew, Lisae C. Jordan, Donna J. Mathews, and Robin R. Runge
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This popular handbook provides an overview of domestic violence and the law. It aids attorneys in every field of practice in representing clients responsibly, by helping them recognize domestic violence and how a legal matter may be impacted by domestic violence.

International Trademarks and Copyrights: Enforcement and Management
(2004)
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Trademarks and copyrights are valuable assets—indeed, often the “crown jewels”—for a wide range of companies, from high-technology firms, to manufacturers of consumer goods, to franchisors. Trademarks and copyrights also are key aspects of successful exporting, international franchising, and foreign direct investment activities. Addressing a subject that has grown rapidly in importance for both international and general corporate lawyers in recent years, this book provides practical advice to nonspecialist lawyers about successfully enforcing and managing trademarks and copyrights internationally. Both import- and export-related enforcement issues are addressed.

by William V. Luneburg and Thomas M. Susman
ABA price: $149.95
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The Lobbying Manual, Third Edition provides a detailed map for compliance with all applicable laws. This easy-to-use guide, with examples and forms, answers both common and esoteric questions that might arise when lobbying the federal government. The book covers not only the Lobbying Disclosure Act of 1995, but includes comprehensive information covering the numerous federal statutes, regulations, congressional rules, and ethical restrictions applicable to both lawyers and lobbyists who seek to influence Congress and federal agencies.

Save time with this all-in-one resource that provides a detailed examination of lobbying laws and line-by-line instructions for completing forms required by the Lobbying Disclosure Act. Whether you represent a business, trade association, nonprofit entity, or public organization, this book will provide all the guidance you need for compliance.

The Woman Advocate (1996)
by Andra Barmash Greene and Jean Maclean Snyder
ABA price: $29.50
OSB price: $24.00

The Woman Advocate is a practical guide to understanding and dealing effectively with the obstacles women lawyers face to living a successful life as a lawyer. The authors include successful women lawyers in large and small firms, solo practice, government, public interest work, law schools, and on the bench, as well as a publisher, a jury consultant, and a reformed hard-core male chauvinist. These seasoned veterans describe the reality of being a woman lawyer today and provide techniques and strategies for successful advocacy both in and out of the courtroom. Learn, for example:
- why jurors assume that male lawyers are more competent;
- how you can establish your importance and trustworthiness;
- when to let the “good girl” image work for you . . . and when you should work against it;
- how to handle an overbearing adversary at a deposition;
- when to be controlled in the courtroom . . . and when to explode;
- how to counter belittling behavior by adversaries (or even the bench);
- rainmaking—effective, nontraditional methods;
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