Essential Legal Skills: Mastering the Art of Lawyering

1 – 5 February 2027
Bangkok (Thailand)



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Why This Course

Success in today's legal profession requires more than technical knowledge—it demands strong research, communication, negotiation, and advocacy skills. Legal professionals must be able to analyze complex information, communicate clearly with clients, and represent their cases effectively in both negotiations and courtrooms.

This intensive 1-week program is designed to strengthen these core competencies through a practical, skills-based approach. It combines structured learning with hands-on exercises, enabling participants to refine their legal techniques and apply them confidently across a wide range of professional scenarios.

What You'll Learn and Practice

By participating in this program, you will:

- Conduct efficient and structured legal research.
- Draft clear, concise, and persuasive legal documents.
- Communicate effectively with clients and manage relationships.
- Apply negotiation strategies in different legal contexts.
- Build confidence in courtroom advocacy and oral arguments.

The Program Flow

Day 1: Legal Research and Analysis

- Understanding legal sources and their hierarchy.
- Using digital and traditional research tools effectively.
- Analyzing case law and legal materials critically.
- Synthesizing information into clear legal insights.

Day 2: Legal Writing and Drafting

- Applying principles of clear and precise legal writing.
- Drafting professional legal documents such as memos and briefs.
- Using proper citation methods and formatting standards.
- Editing and refining documents for accuracy and clarity.



Day 3: Client Communication and Counseling

- Conducting effective client interviews.
- Applying active listening and empathy in discussions.
- Explaining legal concepts in a clear and accessible way.
- Managing client expectations and maintaining trust.

Day 4: Negotiation and Alternative Dispute Resolution

- Understanding negotiation principles and strategies.
- Applying mediation and arbitration techniques.
- Addressing ethical considerations in negotiations.
- Drafting and reviewing settlement agreements.

Day 5: Courtroom Advocacy and Oral Arguments

- Preparing and delivering structured opening and closing statements.
- Conducting effective examination and cross-examination.
- Presenting persuasive oral arguments in legal proceedings.
- Understanding courtroom procedures and professional conduct.

Individual Impact

- Strengthen core legal skills across research, writing, and advocacy.
- Improve confidence in client interactions and legal discussions.
- Enhance analytical thinking and problem-solving abilities.
- Develop a more structured and professional legal approach.

Work Impact

- Improve efficiency and quality of legal work.
- Enhance client satisfaction and communication outcomes.
- Increase effectiveness in negotiations and dispute resolution.
- Strengthen performance in courtroom and legal proceedings.

Training Methodology

This program combines practical training with real-world application to ensure strong results. Methods include:

- Interactive sessions and expert-led discussions.
- Practical exercises in legal research and drafting.
- Role-playing scenarios for client communication and negotiation.
- Case studies reflecting real legal challenges.
- Simulated courtroom exercises for advocacy practice.



Beyond the Course

By the end of the program, participants will be able to:

- Conduct legal research and draft documents with greater efficiency.
- Communicate effectively with clients and stakeholders.
- Apply negotiation strategies to achieve favorable outcomes.
- Deliver confident and persuasive courtroom presentations.

