

University of Cincinnati College of Law
Center for Practice

**Drama Does it for Lawyers:
Starring With Clients, Colleagues, and the Court
December 14, 2007
Hyatt Hotel, 151 West Fifth Street, Cincinnati, OH**

- 8:30 – 9:00 Check-in and continental breakfast
- 9:00 – 9:15 Introductions; setting the stage
- 9:15 – 10:30 *Actors' Advice for Client Counseling*
Clarity of meaning, import, and weight through tone, inflection and timing
Demonstrations and short exercises in text and voice: expression of emotional range and synchrony; gravitas, consequences and risk
Sit down and move; how presence and gesture reinforce or obfuscate
Demonstrations and exercises in text and movement
- 10:30 – 10:45 Break
- 10:45 – 12:00 *Bravo Client Counseling Rehearsal and Performances*
Demonstrations in contrast: What's wrong? Don't try this in the office!
Actors' demonstrate a lawyer-client counseling session that FAILS to apply lessons learned; discussion
Aiming at the Academy! Clients applaud!
Actors demonstrate client counseling session that works; discussion
- 12:00 – 12:45 Lunch
- 12:45 – 2:00 *Actors' Angle on Enhancing Effectiveness with Colleagues and Counsel*
Foot in the door vs. door in the face – sequencing strategies
Subtle tricks for quick connection
Underneath their words – working with emotional pull
A series of short lectures, demonstrations and exercises
- 2:00 – 2:30 *Acting in Context with Colleagues and Counsel*
Performance of the ugly and the perfect interaction, using (or not) lessons just learned; comment and discussion
- 2:30 – 2:45 Break
- 2:45 – 4:00 *The Full Encore – Try it with the Dead-Set-Against or Opposing Counsel*
Participants apply techniques in a potentially difficult interaction with a colleague and meeting with opposing counsel; feedback and discussion
- 4:00 – 5:00 *All Rise – To Converse with the Court*
Lecture; demonstration of actors advice on movement, gesture, tone and projection, and emphasis when you're standing up.
- 5:00 Evaluations; Adjournment