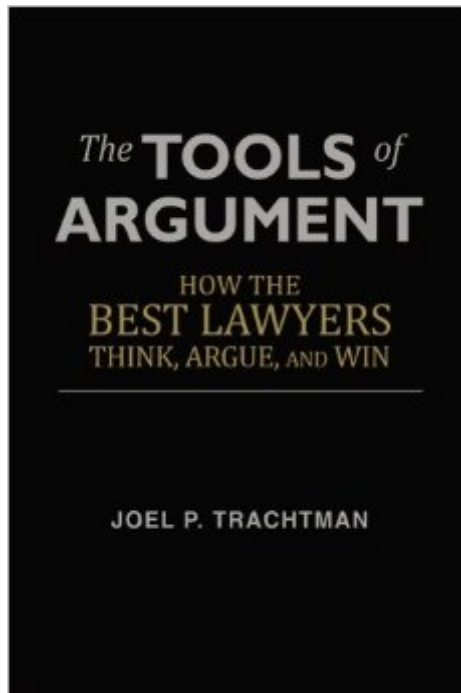


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# The Tools Of Argument: How The Best Lawyers Think, Argue, And Win



## Synopsis

Joel Trachtman's book presents in plain and lucid terms the powerful tools of argument that have been honed through the ages in the discipline of law. If you are a law student or new lawyer, a business professional or a government official, this book will boost your analytical thinking, your foundational legal knowledge, and your confidence as you win arguments for your clients, your organizations or yourself. For more information, go to [toolsofargument.com](http://toolsofargument.com).

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## Customer Reviews

Did you ever wonder how lawyers think and how they structure their arguments? This book explains it all. It is an easy read, clear and concise. Great for anyone who loves to argue. A valuable tool not only for those entering the legal profession. I would recommend this to all managers (and really the general public) so they understand the nature of contracts (which we all enter into daily) and can (perhaps) better manage legal counsel. I am now giving it to my kids to read (perhaps not the best idea for me, but I expect it will help them in life).

The best book for any person who wants to understand how American Courts work! At times we all ask questions like "How can this criminal get off on technicalities if it is obvious that he/she committed crime?", or "How can this be fair?" or "How can a lawyer defend this "bad guy/girl"? This is totally wrong! He/she is a criminal!" The author explains the difference between law and common sense, law and ethics, understanding of crime in legal terms and in laymen words. The book closely examines the logical reasoning of the law professionals, demonstrating the "tricks" used in court rooms. Fascinating reading!!! WARNING: the book will not prepare you to go to court and defend

your case! This is not a "how-to" manual for folks who are planning to go to court. Hire a lawyer if need be. However, if you want to learn how to present and defend your point (any point, not just legal issues) as an intelligent and convincing person, this book is for you! Chances are, by the time you are done with debating your next case, your opponents will at least respect your opinion (or hate your guts, which still might give you some satisfaction). This book is for anyone who wants to boost up their skills in logical persuasion, finding loopholes in opponent's logical reasoning. Lots of interesting and valuable information for a pretty small price! It is written in a short and clear format: each chapter discusses specific idea, giving examples from court cases and average daily life (parent-child, husband-wife, employee-supervisor), concluding with a practical application summary argument vs. counterargument. So, no reason to read the entire book from beginning to end. One can just pick any chapter and read about how this or that legal (logical) rule can be applied in daily life.

Trachtman is very good at communicating premises and thoughts that are "known but not obvious", if that makes sense. As someone who has struggled with engaging an argument, this book has helped me understand which premises and statements should be picked apart and questioned. Makes it much easier to go into a conflict knowing that I'm not going to have to start out as the doormat. Thanks Mr. T.

This is def a great book with great information. My only gripe is that it's not really for argument its more for law 101. Don't get me wrong much of the same tactics can be used for argument, but the foundation is for lawyers.

Overall, a nice refresher of the tools that you use as a lawyer (both consciously and unconsciously). Started to get a bit boring for me after sometime as the concepts discussed were already known. Non-lawyers, law students and those who have just entered the legal profession may find it more interesting.

Joel Trachtman's book answers many of the recurring questions and themes I come across and have long wondered about in my legal work. Trachtman synthesizes a tremendous amount of information from various disciplines and areas of life, and does so in a way that is surprisingly readable and entertaining for both lawyers and non-lawyers. As well as being a very interesting book on its own, Tools of Argument gives context, concepts, and techniques that I will apply in

negotiations, in reasoning and strategizing with clients and third parties, and in approaching complex or ambiguous situations.

I really enjoyed reading this book which goes into great detail regarding the tools that lawyers use in their arguments. I particularly enjoyed the chapters Legal Thinking, Arguing about the Meaning, Arguing about Facts, and Rhetorical Tricks. The author does not recommend utilizing the tools in Rhetorical Tricks, but he advises that it's best to know about them in order to counter them. I enjoyed the author's inclusion of analogies and stories which helped illustrate the point being made. Though the book goes into detail, some concepts are not so easily understood. To get the most out of the information, note-taking will help. I made many highlights while reading this book which I plan to come back to in order to better my understanding of it. If interested in a book that will help you be better in arguments, this will not disappoint. Note: Borrowed through Prime

A review by Don the Baptist of the text "The Tools of Argument: How the Best Lawyers Think, Argue, and Win" by Joel P. Trachtman. I read the text in its entirety, including the glossary. I am not a lawyer and have no plans of becoming one, and it is my opinion that only a lawyer could sufficiently evaluate an introductory text on law or any related subject. Therefore, I will be brief. I found the book to be interesting, and it offers a reasonable amount of information for the scant 186 pages proffered. Do not expect an in depth treatise on any subject breached within its pages. Chapter Nine presents a variety of semi-legal sayings and explains their origins. Most interesting quote, "74% of statistics used in argumentation are made up on the spot". No offensive subjects or language are included. A personal note on lawyers: In Honduras, my country of residence, most good parents with whom I have had contact "especially Christian parents" will not allow their children to become lawyers or police-officers, as these two fields so engender the corruption of their respective participants.

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