

Traits of Outstanding Oral Advocates

- 1. They take few materials to podium.
- 2. They deliver a compelling 90-second introduction.
- 3. They answer questions directly and concisely.
- 4. They speak in short sentences, using impenetrable language.
- 5. They are conversational.
- 6. They know the record and the law.
- 7. They listen carefully.
- 8. They manage their time effectively.
- 9. They establish impeccable credibility.
- 10. They stop talking when the red light comes on.

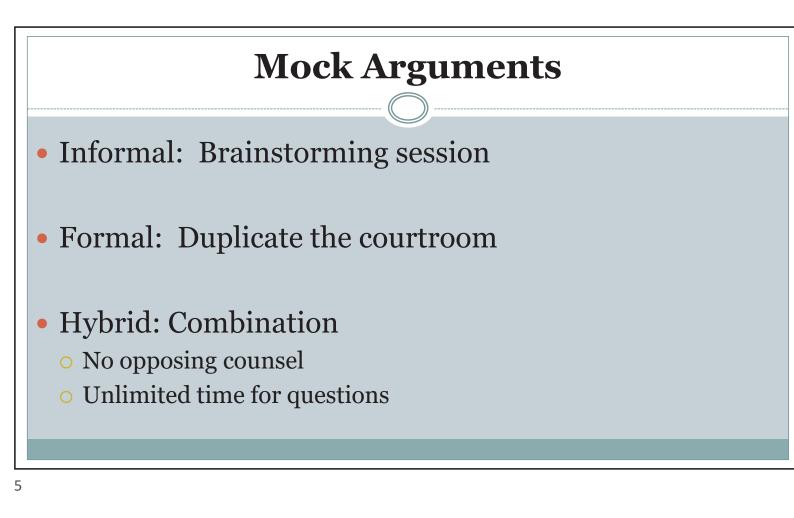
Preparation

Goal of Preparation: becoming "conversational."

- Timeline
- Mock Arguments
- Answering Questions
- Introduction and Closing
- Establishing credibility
- Tips for Respondents
- Delivery

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A Timeline for Oral Argument Preparation 30-45 days out: gather materials and ask team to identify the "hard" questions. Two weeks out: mock argument Last 3 days: Themes Soundbites "Must Say" points



Characteristics of a Helpful Mock Argument

- Helpful:
 - Panel provides fresh perspective
 - Identify weaknesses
 - Test key themes
 - Develop and practice answering hypotheticals
- Unhelpful:
 - Gotcha questions

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Title search: Preparing for Oral Argument

Also available as part of the eCourse 2022 eConference on State and Federal Appeals

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