

# Advocacy in the New Millennium

UT LAW CLE

## How current are your skills?

### Keys to 21st Century Skills



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### Old School VS. New School

20<sup>th</sup> Century

21<sup>st</sup> Century

Time-Based	Outcome-Based
Textbook-Driven	Research-Driven
Passive Learning	Active Learning
Teacher-Centered	Student-Centered
Fragmented Curriculum	Integrated Curriculum
Printed Assessments	Multiple Forms of Assess.
Print	Multimedia
Isolation	Collaboration
Facts & Memorization	Higher-Order Thinking



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# ADVOCACY MATTERS

JUSTICE REQUIRES GREAT  
ADVOCACY



**Conscious  
Mind  
10%**

**Subconscious  
Mind  
90%**

Last Century was so  
Conscious

- Narrative
- Visuals
- Implicit Bias
- AI
- Learning

Narratives, relative to rhetoric, are more likely to produce persuasive traction in situations where recipients hold prior beliefs and attitudes that may be inconsistent with the communication stance.

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Our narrative skills probably stopped around the 6<sup>th</sup> grade

We are trained in Rhetoric



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29<sup>th</sup> Annual Conference on State and Federal Appeals session  
"Advocacy Practice and Theory for the New Millennium"