

# INTRODUCTION

The format of advocacy has changed dramatically in recent times. Attorneys accomplish much of their work via videoconference, perhaps from their living room. We don't need a crystal ball to see that the future will bring more changes in the practice of trial advocacy. Despite the differences in the outward appearance, however, the basic principles of trial advocacy have remained constant.

*Modern Trial Advocacy* presents timeless techniques for winning trials. The skills taught in these pages are equally applicable to online trial preparation, online hearings, and even online trials as to in-person litigation. Just as Shakespeare's stories are compelling in both the theater and English class, the skills taught in *Modern Trial Advocacy* transfer to any trial in any venue.

This seventh edition of *Modern Trial Advocacy* incorporates a new chapter about the skills and techniques for virtual advocacy. New and updated examples of electronic visuals have been added to the book and the online supplement. This edition also puts checklists and summaries up front in their sections, providing quick reference.

*Modern Trial Advocacy* is designed to get you thinking on your feet—or on your video camera—so you can provide the legal advocacy your clients deserve throughout their representation. When you are confident in your trial skills, no one can bluff you with threats of going to court. You'll smile, shrug, and say, "I'll see you there," with the self-assurance of a lawyer who knows the ropes.