

Aspen Coursebook Series

# ESSENTIAL LAWYERING SKILLS

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**INTERVIEWING, COUNSELING,  
NEGOTIATION, AND PERSUASIVE  
FACT ANALYSIS**

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**Fourth Edition**

**STEFAN H. KRIEGER  
RICHARD K. NEUMANN, JR.**



**Wolters Kluwer**  
Law & Business

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**FOURTH EDITION**

**STEFAN H. KRIEGER**

Professor of Law  
Hofstra University

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For Mary—My Fellow Traveller  
And Gary Palm—My Mentor and Friend  
*S.H.K.*

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*R.K.N.Jr*

You know more than think you do.  
*Benjamin Spock*

The lyf so short, the craft so long to lerne.  
*Chaucer*

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