

Aspen Coursebook Series

ESSENTIAL LAWYERING SKILLS

INTERVIEWING, COUNSELING,
NEGOTIATION, AND PERSUASIVE
FACT ANALYSIS

Fourth Edition

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



Wolters Kluwer
Law & Business

ASPEN COURSEBOOK SERIES

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Negotiation, and Persuasive
Fact Analysis**

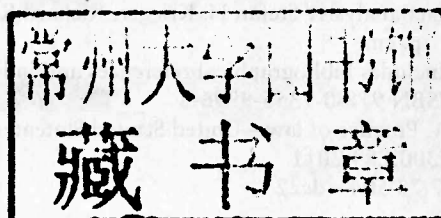
FOURTH EDITION

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And Gary Palm—My Mentor and Friend
S.H.K.

For Deborah with love
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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