Beyond a Shadow of a Doubt – Harnessing the Power of Psychology in the Courtroom to Win Your Client's Case Part 2

Total: **90 Minutes**

Speakers:
Michael DeBlis III

Description/Table of Contents

Human expression has always fascinated me. In this presentation, I begin by addressing the "villain" stereotype that is hoisted on a criminal defendant from the moment the jury enters a courtroom and what we can do to blunt it. We are all familiar with catch phrases like, "To really know what another person is going through, you need to walk a day in their shoes." Truer words have never been spoken and this saying is a fundamental tenet for being a zealous trial lawyer. But practically speaking, empathy can be hard, especially when the person you're defending is accused of doing bad things.

We'll explore this topic from a different perspective that may forever change the way you view your clients. We'll also explore some exercises that will help you to expand your capacity for human connection so that you can relate more to your clients.

We will then move into psychology where I will introduce you to Carl Jung and how his teachings have been used by Hollywood producers for generations to tell some of the most riveting stories on the big screen. I'll dissect it, provide you with examples, and then show you how this same framework can be applied in the courtroom when you stand up to tell your client's story.

Topics include -

- Performance or taking a "Pass?" (12 min.)
- Reflections on Opening Statements & Closing Arguments (18 min.)
- Empathy on a Level Unlike Any Other (12 min.)

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- Humanizing the Villain (20 min.)
- Self-awareness: The Magic Sauce (10 min.)
- Walk a Mile in 'His' Shoes (18 min.)

Total: 90 minutes

Speakers

Michael DeBlis III, Esq, LL.M.

Michael is a trial lawyer. He graduated Cum Laude from The Thomas M. Cooley Law School and Summa Cum Laude from the Thomas Jefferson School of Law with his Masters of Law in Taxation. Michael is known for his charismatic personality and his unyielding dedication to his clients.

Michael spent the first five years of his legal career as a public defender in the NJ Office of the Public Defender cutting his teeth on some of the most serious felony cases to pass through the state courts of New Jersey. He then joined his father's law practice, DeBlis Law, expanding the practice into civil tax controversies and international tax compliance.

As a graduate of the National Criminal Defense College, Michael has trained under some of the best-known criminal defense attorneys in the country. That experience has taught him that justice for a person accused of a crime is only won through a full understanding of the client and the case.

To that end, Michael attempts to understand each client's case as a convincing narrative, not just as a set of innocuous facts and arcane legal rules.

When he's not in the courtroom, you can find Michael on stage. As a professionally trained actor, Michael's passionate about helping trial lawyers harness the power of persuasion and positive communication in the courtroom in order to connect to the jury on a human level.

Michael's training as an actor allows him to combine a unique blend of left-brain thinking with right brain artistry to make even the most dull and abstract areas of the law come to life.

Michael is a prolific writer and a passionate blogger. He has written articles that have been featured in leading tax journals and "Law 360."

Michael is a living example of the tremendous power that comes from combining passion, preparation, persuasion, and positive communication in the courtroom. His courage and relentless

work ethic has earned him a reputation as a zealous advocate and one of New Jersey's rising stars of the legal profession.

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