Effective Communication for Lawyers

A Practical Guide

Elgar Guides to Professional Skills for Lawyers

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Effective Communication for Lawyers is an essential guide to communicating in the radically and rapidly changing environment of professional law today. Offering a deep dive into understanding communication as behaviour, as well as practical tools and insights, it connects theory to practice in order to improve client communication, support the current transformation of legal work and prepare readers for future developments and disruptions in the legal professions.

‘This is a highly useful, clear and interesting read. David Cowan guides us through why great communication is such a vital skill for legal professionals but then, most importantly, he gives the tools which enable us to do this ourselves – impactfully and simply. An excellent contribution.’
– Christina Blacklaws, entrepreneur and innovator, Chair of LawTech UK and former President of the Law Society of England and Wales

‘If communication, as David suggests, is better understood as the activity of sharing, then I think we are all fortunate that he has shared with us his insights into effective communication in this invaluable book. As a practising lawyer, I would rank effective communication as the most valuable skill a lawyer can possess; one that we must continually develop. The Dialogue Box is an excellent practical tool which aids that development for everyone from the first year law student to the most seasoned practitioner.’
– Tara Doyle, Matheson, Dublin, Ireland

‘This book does much more than it says on the tin. As well as being a first-rate practical guide, it offers a deeply informed analysis of the changing nature of legal communications in a digital society. Wide-ranging, well-researched, and ambitious, it should be mandatory reading across the world of law.’
– Richard Susskind, President, Society for Computers and Law