

OPEN DOOR PRODUCTIONS

MODULAR SKILLS-BUILDING INTERVENTIONS

Presentation and Examination Power

Open Door Productions' Modular Skills-Building Interventions maximises participants' Presentation and Examination effectiveness in their professional role, practising and analysing key Presentation, Persuasion and Questioning techniques in order to enhance their success with the broadest possible range of listener types. Use these interventions to refine and manage elements of your current case process. The facilitators are accustomed to being on-call at any stage of the case process, and the modules have been honed through extensive peer consultation. Here is a practical face-to-face problem-solving option, helping participants to succeed with the broadest possible range of listener needs. The facilitators bring professional role-play, directorial, performance and scriptwriting expertise to the sessions.

Detailed civil and criminal case studies can also be provided. The emphasis is on developing personal persuasive, presentational and questioning styles through intensive practice of micro-skills, often honed under questioning pressure.

- **Intensive practice of micro-skills at any stage of the case process**
- **Helping individuals to develop personal presentation and examination styles**
- **Facilitators as professional role players bring directorial, performance and scriptwriting experience to the refinement of content and style.**

Formats

1. INDIVIDUAL CUSTOMISED MODULES

Format:	Customised personal intensive skills-building, with one or two facilitators, based on Open Door Productions' skills-building modules.
<u>Dates:</u>	Monday to Friday, during business hours from 10 am. Sessions to be scheduled at the convenience of the participant.
Venue:	Seminar rooms at The Parish Church of St James premises in Phillip Street, or in personal chambers.

Duration:	Variable arrangements may be made. A typical minimum of six hours is desirable.
Cost:	Professional fees: <u>\$110 per hour</u> (including GST) Venue hire (if necessary) <u>\$33 per hour</u> (including GST)
Literature:	Supporting literature is provided as part of the professional fees.
Registration:	Call or email direct: 0414 414 658 info@odp.com.au

2. SMALL-GROUP MODULAR SESSIONS

Format:	Intensive hands-on skills-building exercises with two facilitators, using Open Door Productions' skills-building modules. A minimum of four, and maximum eight participants. Sandwiches, light snacks, fruit and hot and cold beverages provided.
Dates:	Tuesday, Wednesday and Thursday Evenings: 6 pm to 8 pm. Sundays: half-day or full day.
Venue:	St James' Hall, Level One, 169 Phillip Street.
Duration:	Two Hours
Cost:	\$195 (includes GST) per participant. (Cost includes all literature, venue hire and catering)
Literature:	Supporting literature will be provided before and at sessions

Registration: (Small-group sessions only)

Expression of Interest to Attend

Contact Open Door Productions to express your interest to participate in the program. When there are sufficient numbers to proceed, we will contact you to arrange dates that suit all participants, and to complete registration and make payment in advance.

Program Confirmation

A place in the program will be secured when the registration form and payment is received. Confirmation of registration will be sent to you via e-mail.

There will be no refunds after one week prior to the session, although you may transfer your place to another barrister.

CONTACT

Email: info@odp.com.au
Mobile: **0414 414 658**

Open Door Productions



Facilitators **Gabrielle Gazal** and **Nicholas Frost** have provided skills-building courses for barristers since 2007.

For The New South Wales Bar Association CPD

- **Persuasion Power Series:** (2007, 2010)
- **Presentation Power Series:** (2008)
- **Examination Power Series:** (2009, 2012)
- **Voice Coaching** (2009)

For The Bar Association of Queensland CPD

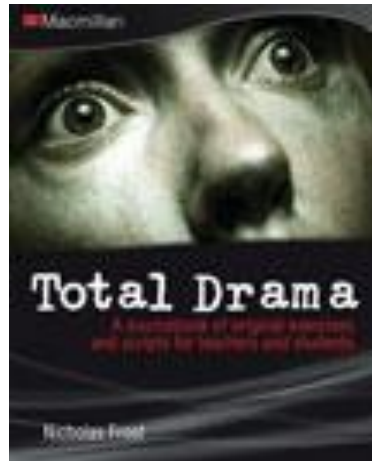
- **Examination Power Series:** (2012)

Personal Coaching in Presentation and Examination (2012, 2013)

The male-female team have extensive experience as theatre directors, corporate facilitators, presenters and professional role players. They have provided educational services in a variety of environments, including education, business and corporate sectors and within Continuing Professional Development programs for a range of professional groups including the New South Wales Bar association, The Bar association of Queensland and the Architects' Institute of Australia. They specialise in supporting participants with diverse personalities and learning needs. Their background enables participants to gain a high level of skills immersion in a short time, experiencing a wide range of skills-building activities. The facilitators also bring experience as script writers, teachers of English in cross-cultural contexts, and teachers of negotiation.

Publication

Nicholas Frost's book ***Total Drama*** (520 pages), in collaboration with Gabrielle Gazal, and published and distributed throughout Australia by **Macmillan Education Australia** in 2010, is an in-depth analysis of interpersonal dynamics in presentational contexts.



Feedback

Participants from Examination Power Course, Bar Association of Queensland, July 2012, say:

- **Ruth O’Gorman:** *Well adapted to advocacy in a court room. Nick and Gabby were excellent presenters and facilitators. The group number was just the right size and the informal nature of the exercises was appreciated. The extra brochure we were provided with is very helpful. I would benefit from more discussion of acting techniques at the start of the course.*
- **Dan Butler:** *An excellent opportunity to practise examining and cross-examining and to see others do it. Good tips on question-sequencing and controlling witnesses. The case study was excellent.*
- **David Caughlin:** *Provided realistic witness examination examples. Facilitators were very good at changing character-type to give different witness experiences. The facilitators were obviously experienced and in command of their material.*

Former Participants from the NSW Bar Association, 2007 to 2012 say:

- *Excellent hands-on approach. Facilitators are interested in each and every participant.*
- *Relevant and extremely practical...*
- *The practical classes were excellent; helped me realise some of my weaknesses*
- *Excellent. Should be given regularly by the Bar Association...*
- *It assisted me greatly with vocal and physical techniques...*
- *Created a friendly, safe arena in which to experiment...*
- *Best CPD I've done... sensitive, funny, insightful...*
- *Made an immediate impact that was commented on by the Judge in court...*
- *I found the course literature to be concise and easy to read, which I know I can always go back to in future, to improve my opening and closing presentations...*
- *It has led me to alter my approach to advocacy in practical ways...*
- *The case study was nuanced and subtle, occupied the groups meaningfully and productively...*
- *Using professional actors as witnesses who became different types was very helpful. Good to have a list of character-traits to look out for in witnesses...*

MODULAR CURRICULUM AT A GLANCE

OPEN DOOR PRODUCTIONS offers a series of short interventive skills-building modules. Barristers may combine and customise modules to suit their immediate personal needs. Literature: Summaries of techniques in written form are offered at all sessions.

PRESENTATION POWER

1. Personae	Range and dexterity	Develop range and dexterity using 14 Personae, based on Intellect, Emotion and Relationship.
	Persuasive Speeches	Deliver short generic and technical speech passages working with emotional choreography, rhythm, persona <i>etc</i> , to develop commitment and range.
2. Story as Argument	Storytelling Technique	Use your client's personal story to build an argument. Control context, scene, character, objective, motive, relationship, conflict, narrative, theme, climax, recapitulation, consequences.
	Description and Emotive Power	Use rhythm, pace, time, tense, detail, stop-frame, slow-motion, suspense, emotional moments, pause, sensory language <i>etc etc</i> .
3. Essential Messages	Stand-Alone Statements	Deliver succinct, summarising thematic statements.
	Control of Scope	Diamond Structure: key argument, elaboration (support evidence) reiteration at any point according to listener need.
	'Snatch' Technique	Absorb and summarise text at a glance and present in succinct original statements.
	Simplicity	Deliver complex technical concepts, jargon <i>etc</i> , in plain simple English. Cross the professional-populist divide.
	Selling an idea to Listener-Learner Types	Shape the content and structure of a message to suit listener need, constraint, personality, attention-span <i>etc</i> , including cultural traits. Promote listener involvement and debate, demonstrate personal investment, self-examination, personal journey. Respond and adapt to listener needs under questioning pressure.

4. Question and Answer	<p>Dealing effectively with judge's questions.</p> <p>Achieve outcomes by negotiation.</p>	<p>Learn to influence a discussion by responding to a wide range of question types, attitudes and personae using standalone statements. Deal effectively with judge's questions in a trial context.</p> <p>Introduce and Summarise, Expand and Contextualise, Refute, Negotiate.</p> <p>Deal with question-types: Nutshell, Simplification, Clarification, Context, Analogy.</p> <p>Deal with questions seeking: Factual and Technical Support, Evidence, Storytelling, Helpful, Hinting, Seeking Concession, Devil's Advocate.</p> <p>Develop techniques suitable also for interviews, conferences, presentation to business and teaching.</p>
5. Speech Writing and Delivery A	<p>Structure and Style in Opening Address</p> <p><i>Scenarios provided.</i></p>	<p>Deal with: Opening Summary; Parties and Protagonists; Scene and Detailing; Define the Issue; How it happened, Basis of Guilt, Liability and Refutation.</p>
6. Speech Writing and Delivery B	<p>Structure and Style in Closing Address</p> <p><i>Scenarios provided.</i></p>	<p>Deal with: Introduction and Issues; What Really Happened and Proof (use evidentiary elements); Basis of Guilt or Liability; Refutation; Conclusion.</p>
7. Speech Writing Interventions	<p>Trial Interventions</p> <p><i>Your trial scenario.</i></p>	<p>Sessions conducted before or at any point in your trial, aimed at perfecting structure and style in opening and closing addresses.</p>
8. Persuasion	<p>Persuasion Loops</p> <p>Depth Persuasion</p>	<p>Explore a wide range of tactics and persuasive factors in a competitive face-to-face environment.</p> <p>Gauge and control personal reactions to persuasive personae and tactics.</p> <p>Develop persuasive range and commitment through a complex psychological situational exploring: background, motive, objective, subtext, emotion, relationship.</p>

EXAMINATION POWER	
<p>1. Examination in Chief</p> <p><u>Literature:</u> <i>Case Study or current trial.</i></p> <p><u>Techniques:</u> <i>Sequence rewinds and replays.</i> <i>Tag-team questioning.</i></p>	<p><u>Question for Scene Setting:</u> Wide and close focus, detail, vivid picture, use of visuals, etc.</p> <p><u>Question to re-create and direct the Action:</u> Micro-techniques: prior action, control of pace, economy, brevity, stop-frame sequence, point of view, present tense, sensory language, emotive moments, tension, climax, post-action, using exhibits.</p>
<p>2. Cross Examination</p> <p><u>May include:</u> Preparation for current trial. Interviews to plan your case theory and tactics. Witness-Preparation roleplays.</p> <p><u>Literature:</u> <i>Case Study or current trial.</i></p> <p><u>Techniques:</u> <i>Sequence rewinds and replays.</i> <i>Tag-team questioning.</i> <i>Debrief and analysis.</i></p>	<p><u>Seek Agreement:</u> Elicit favourable evidence from exam in chief; put reasonable propositions; elicit narrow statements of fact; offer binary choices; negotiate with witness.</p> <p><u>Elicit Depth of Feeling:</u> Use feelings to establish facts. Elicit personal responses.</p> <p><u>Close the Gates:</u> Know the answer to your question; use previous statements and documents.</p> <p><u>Listen to the Answers:</u> Give spontaneous follow up; capitalise on new or unexpected information; keep eye-contact.</p> <p><u>Deal with Unexpected or Unsatisfactory Answers:</u> Return to penultimate question; reframe and re-qualify the question.</p> <p><u>Elicit Hidden Themes or Subtext:</u> Understand what is unsaid, manipulated, distorted or exaggerated; seek motive.</p> <p><u>Use Indirection:</u> Change the topic and return later; use implication; sow seeds; direct-indirect scale.</p> <p><u>Build to Climax:</u> Putting or not putting climactic question; get answers on the record; prepare context for closing argument.</p> <p><u>Be the Actor:</u> Adapt with versatility to the witness-type using personae, register, tone, nuance, pace, rhythm, softeners.</p>
<p>3. Witness Types</p> <p><u>Support for:</u> Examination in Chief and Cross Examination</p>	<p><u>Unhelpful Witness:</u> Intellectual or emotional bias; deliberately acting a persona; unfocused off-guard responses; over-qualifying; self-incrimination; memory loss.</p> <p><u>Garrulous Witness:</u> Break into small bites; use interruption; use their words; get them to explain terms; clarify their language; be direct: use the 5 W's.</p> <p><u>Unconscious Traits:</u> Probe attitude, bias, emotion, mannerism.</p> <p><u>Cultural Traits:</u> How culture affects perception of truth and discussion of facts.</p>