



Immanuel Kant Baltic Federal University Law School

II SUMMER SCHOOL

“Professional communication and legal skills”

26 AUGUST – 4 SEPTEMBER 2013

COURSE SYLLABI

PART A. CORE COURSES

I. Effective Communication Campaigns

Andreas Andrianopoulos

THE COMMUNICATIONS STRATEGY - TOOLS AND TECHNIQUES

1. **Communication and Media Studies** use an array of specialized techniques and tools for the implementation of their objectives. The aim of the course will be to discuss the methods employed to get successful communication campaigns off the ground. There is going to be a discussion of the discourse of politics in the past and in the present time and the role that communication and media play in its realization
2. **Communications policy and the New Communication Environment.** The media and the new social realities. The messages transmitted and the targets they aim to influence. Messages tuned to apply to average intellect. Politics is Communication. The Media live on messages. Consumer society and communication strategies.
3. **Message Construction for efficient advocacy campaigns.** Policy and strategy with a communication edge. Policy advocacy is the main purpose of the communications strategy, and it involves as an ultimate objective *the promotion of a favourable environment for activities positively related to our policy strategy. The aim will be to increase the awareness of the general and specialised public concerning the benefits of the policy.*
4. **Paradigm of Message Construction (Competition in a Free Market Environment)** The Essence of Competition. Competition Violations and their Aftermath. Problems of State Intervention in the Economy. The Message of Competition
5. **Message Communication** Initiate policy events on all critical issues. Stress the contribution of the initiating agency (Firm, Ministry etc) to the better functioning of the economy or the relative vocation. Expand your target audiences. Printed material must be easy to understand.
6. **Persuasion Techniques.** Strategies for Message Penetration. Present news the way media desire. Messages should be coordinated. Relate stories to real perceptions. Effort is to change perceptions

Workshop : Techniques of speaking in Public, on TV, on giving Interviews, in Debates

The course will most probably be rewarding for people interested to pursue business or public policies successfully and who aim to deliver messages clearly across a diverse public. Will also enable participants to get acquainted with the stimulating contemporary communications scene and understand its methods and tools. It will also be useful for those who wish to understand the logic and techniques behind interesting public cross arguments and deliveries.

II. Legal Skills in Court: Simulation & Mock Trial,

Richard Roe

Five in-class academic periods plus written preparation for homework.

This course will develop participating students' basic analytical and strategic abilities in trial advocacy. Students will prepare and conduct one or more roles in a mock trial, as members of either a prosecution or defense team.

The mock trial preparation and presentation involves the following legal analytical and strategic skills: 1) learning the factual and legal dimensions of the case from witness affidavits and physical evidence; 2) integrating the diverse elements of the case (law, witness statements, physical evidence, and rules of evidence) into a meaningful appreciation of the case as a whole; 3) assessing the facts in light of the law and rules of evidence; 4) determining a party's theme and best arguments; 5) developing direct examinations, cross examinations, opening statements and closing arguments, applying rules of evidence and courtroom procedure (impeachment expert qualification), and presenting cogent witness testimony.

Classroom instruction will involve interactive participation by students. Homework will involve preparation of assigned roles in the mock trial.

Day 1: Warm up mini mock trial activity.

Day 2. Introduction of the mock trial problem; telling a story through direct examination.

Day 3. Cross examination, opening Statement and closing Argument; Developing strategies for claims and defenses.

Day 4. Rules of evidence, courtroom procedure, witness testimony,

Day 5. Presentation of the Mock Trial.

Participating students will be evaluated on their classroom participation, written preparation of their mock trial roles, and presentation of their roles in the mock trial simulation.

III. Ethical and Psychological Issues of Criminal Procedure

Sergey Voronin

Курс «Нравственно-психологические основы уголовного процесса» раскрывает содержание таких достаточно сложных для восприятия юриста морально-этических категорий, относительно недавно появившихся в УПК РФ, как: «совесть», «справедливость», «усмотрение», которые наполнили правовую материю уголовно-процессуального закона непривычными для него нравственными категориями и изначально содержат в себе значительный элемент лингвистической (семантической) неопределенности. Для того, чтобы проиллюстрировать, как ведет себя подобная семантическая неопределенность в процессе доказывания по уголовным делам, в рамках настоящего учебного курса разработан практикум, представляющий собой набор различных по сложности уголовно-процессуальных ситуаций, которые и предлагаются на разрешение студентов. Метод ситуационного анализа, как базовый метод разрешения подобных проблемных ситуаций, предлагается студентам применить в рамках проводимых судебно-религиоведческой и психолингвистической экспертиз по заранее заготовленной фабule.

Кроме того, в рамках курса студентам предлагается построить психологический профиль серийного убийцы; с помощью методов Делфи и коллективной генерации идей разработать тактическую операцию, направленную на розыск и задержание вероятного серийного преступника, а также самостоятельно провести классификацию преступников по известным науке психотипам.

IV. Administrative Ethics,

Konstantinos Gogos

The course explores the main issues concerning ethical integrity in public service in European countries. The course is given in English and students are expected to have rudimentary knowledge of administrative law. The aim is to familiarize students with problems faced daily by members of the public service and issues bordering between administrative science, administrative law and ethics. Students will be encouraged to discuss typical conflict situations either in class or in small groups.

Administrative ethics are important as a means against corruption, but also have a major role to play in enhancing public confidence in an efficient and service-oriented public administration. The course will examine the notions of codes of ethics and codes of conduct, as well as their use in enhancing moral standards in the public administration. Furthermore, the basic principles of ethical government will be presented and specific examples discussed. Finally, we will introduce the main mechanisms supporting adherence of public servants to moral standards and examine their pros and cons. The course ends with an oral examination of students (in small groups).

Session 1. Codes of Ethics and Codes of Conduct (2 hrs). Introduction into administrative ethics and its importance. The notions of codes of Ethics and Codes of Conduct, and their different functions. Presentation of Recommendation Nr. R (2000) 10 of the Committee of Ministers of the Council of Europe on Codes of Conduct for Public Officials, the European Code of Good Administrative Behaviour and the International Code of Conduct for Public Officials, adopted by the General Assembly of the United Nations in 1997.

Session 2. Political neutrality, non-discrimination and efficiency (2 hrs). This session examines the tense situation of public servants, who are expected to loyally and efficiently execute the political will of elected officials, while guarding at the same time strict political neutrality. Furthermore, we will stress the principle of non-discrimination, entitling members of the public to be treated without prejudice or bias.

Session 3. Problems of integrity in service (2 hrs). Public servants are in a position of public trust, expected to act solely in the public interest. We will examine rules concerning gifts and gratuities, as well as conflicts of interest, both during and after employment in the public service. Different problem situations, as they arise in practice, will be discussed in class.

Session 4. "Good" administration: Legality, fairness and transparency of administrative action (2 hrs.). The duty to act within the strict confines of the law and to provide reasoning for administrative decisions. Rules concerning procedural fairness and public access to administrative documents.

Session 5. Supporting mechanisms, oral exam (2 hrs). Three main supporting mechanisms will be discussed: Rules on financial disclosure, protection of "whistle blowers" and the setup of Ethics Bodies. The course ends with an oral examination of participating students in small groups.

V. Essential European Finance Regulation

Demetrius Floudas

This course shall provide an overview of the regulatory underpinnings of the European [EU] (and also the International) Finance System. It will also elucidate the fundamental concepts and norms of International Economic Law, i.e. the International Economic Order, as it has evolved at the beginning of the 21st century. In the second part of the course, additional, economic-related topics of particular interest will be covered: the workings of the WTO and the current Eurozone crisis.

Topics covered:

1. General Overview.
2. International Monetary Law: The International Monetary Fund. International development Law: The World Bank..
3. The problem of offshore companies and attempts to regulate it
4. International Trade Law: the World Trade Organisation. Russia and the WTO
5. Excursus: How to understand the Sovereign Debt crisis of 2010-2013 in Europe (Euro crisis)

Appraisal- Final Examination: An Oral examination in class.

VI. Advocating on Controversial Issues – Reception

Richard Roe

Two separate classes, one in English and the other in Russian

This course will develop participating students' basic advocacy skills, increase the depth of their knowledge regarding a controversial issue in law and public policy, and enhance their appreciation of participatory, learner-centered methodology. Students will participate in a mock reception for the public sponsored by legislators to discuss a controversial issue proposed in a piece of legislation. Students will play the roles either legislators, citizens in favor of the legislation, or citizens opposed to the legislation. They will debate the issue among themselves as they circulate to meet and persuade the legislators to vote in favor of their point of view. At the conclusion of the activity, the legislators will vote on the issue. The class will conclude with a discussion of the benefits and value of this type of learner-centered, participatory method of teaching and learning in the development of their advocacy skills.

Students will be assessed on the performance of their roles.

VII. Global Geopolitical Risks

Andreas Andrianopoulos

- **The Analysis of Risk.** Uncertainties Because of the Times. Uncertainties Because of the Dominant Culture. Uncertainties Because of Economic Phenomena. Uncertainties Because of Geopolitical Shifts
- **Uncertainty and risk.** Everyday we run risks. In our days risk is a way of life. Consideration of any kind of risk necessary for planning movements and initiatives.
- **Uncertainties Because of Culture.** Culture was always crucial for change and for the pursuit of progress. In our changing times culture is no longer a factor of education and progress and has become a mechanism for seduction and misguidance. The culture of today resembles a super store with its shelves full with new products triggering the appetite to consumer and live a dream life. These shelves, however, are renewed almost daily – thus preserving the consumer appetite alive and constantly unsatisfied.
- **Economic Risks.** Volatility of Food Prices. Skyrocketing of Energy Prices. Considerable Losses of the Dollar. Slowing Down of the Chinese Economy (under 6%). Collapse of Stock Market and Financial Products. Pressures from Globalization upon Developed and Developing Economies. Lack of Investment in Infrastructure. Obstacles from heavy Regulation in the Economies
- **Geostrategic Risks.** Shake Up of Europe("America's Opportunity" – China's Withdrawal). International Terrorism. Spread of Nuclear Power. Iran. North Korea. Instability in Afghanistan. Supranational Crime and Corruption. Israel and Palestine. Iraq. Collapse and Aftermath of Arab Spring. Vacuum of Global Governance.
- **SYSTEMIC RISK.** Possible loss or destruction of the whole system rather than of one only of its units. Systemic risks grow because of interaction among the units, merely because of weak links within the system.
- **RISK AND INVESTMENT STRATEGIES.** Companies today face increasing and complex problems of risk which were traditionally viewed as laying outside enterprinaeural interest and concern. Insurance of business activity is often burdened with high cost if there are no risk assessment procedures

Brief: The course will be of interest to all those concerned with the character and features of modern social organization as well as students interested in the designation of modern business strategies and investment allocation.

VIII. Introduction to Negotiations (negotiation skills training)

Richard Roe

Two in-class academic periods. Two separate classes, one in English and the other in Russian

This course will develop participating students' basic negotiations skills. Students will conduct a series of negotiations of increasing complexity. In the opening negotiations, from their experiences students will identify and synthesize basic principles of negotiations. We will then compare the student-identified principles with the negotiation principles identified in Getting to Yes by Fisher and Ury. In the closing negotiations, students will strive to apply effective principles of negotiations to their mock negotiations.

Participating students will be evaluated on their classroom participation and presentation of their roles in the mock negotiations simulations.

IX. Oratory Skills&Public Speaking,

Demetrius Floudas

Some lawyers are natural public speakers and argue for a living. If you are one of them, this course can improve on your pre-existing talent. If, however, you shy away from public speaking and think that you don't need advocacy skills, think again. Consider less obvious situations, for example when you might be asked to present at a seminar or persuade recruiters to hire you in a job interview. And most lawyers, at some time in their careers, run the risk of having to appear in court, even if they don't do so regularly.

Objective of the Course: This course aims to develop the English language oral communication and argument skills of law students, practicing lawyers, and other professionals, through study and practice with voice training, understanding and using body language, balancing logic and passion, effective questioning and interviewing, active listening skills, and effectively responding to questions. It will also give you practice in analytical reasoning: spotting and focusing on key legal issues, learning to dismiss extraneous or irrelevant arguments, and predicting what questions a judge or counter-party might ask.

Becoming a good advocate takes years of practice and is a skill that you will develop over time. However, this short but intensive course will jump start the process both through teaching the theory and techniques of effective oral argument, and through giving you a chance to practice, try new techniques, and hone your skills in a fun and relatively risk free environment. This being a practical module, the majority of the time will be devoted to developing skills by utilising practical exercises, alone or in small groups. Also, a number of debates and moots that involve the whole class will be organized.

Assessment: The students will be graded throughout the class according to their performance in the daily debates & workshops

X. Managing a Law Firm

Aram Orbelyan

XI. How to Achieve Success in International Moot Courts

Demetrius Floudas

This is a follow-up course to course IX (Oratory Skills& Public Speaking), but it can well be taken on its own by interested participants. It will involve the preparation and presentation of one demonstration debate before the whole Summer School (students & Faculty) on the final day of the School (4 August). The topic will be determined.

Assessment: The best qualified team will be awarded a prize.

PART B. SUPPLEMENTARY COURSES

XII. A Guide to the Perfect Curriculum Vitae

Natella Dzhaparidze

Your CV is designed to do one thing and one thing only: to get you an interview. Yet the average recruiter will only spend between 20 to 30 seconds glancing at your CV which means that you need to make an impression quickly and sell yourself.

This workshop is designed to provide attendees with the most up-to-date techniques and skills in CV preparation for work in law firms, organizations, university study abroad, internship or summer position, positions in international organizations.

The workshop includes dynamic 5 sessions with the following key topic areas:

- CV components and structure
- CV content: how to write about it?
- Writing an attention grabbing CV
- Review your current CV and its improvement

The post-workshop CV critique and evaluation. After the workshop attendees have the opportunity to complete and send their CV (two CVs written for two different goals) to the CV coach who will provide a detailed critique and the final pieces of advice and suggestions to enable attendees to polish their CV.

XIII. Mediation: Efficient Conflict Resolution Procedure

Julia Bondarenko

Mediation has become worldwide one of the most popular procedure in the alternative dispute resolution area. In the Russian legal reality this is a relatively new phenomenon. The training will address the core format of mediation. Special attention will be paid to the role of a neutral mediator-facilitator who, applying his/her professional knowledge and studied skills, assists the parties to work out their own mutually beneficial resolution.

Teaching methods that will be used include lectures, discussions, videos, audios, simulation exercises and role-plays.

2 hours – The first session is devoted to studies of the key concepts and notions and the discussion of the following topics concerning mediation is implied: definition, principles, models, etc. The future of this alternative dispute resolution method and respective actual legislation in Russia will be considered.

2 hours – The second session examines different kinds of techniques used in mediation. Students through engagement in the role-plays will acquire the skills used to help parties with various interests to reach a resolution. In the course of hands-on exercises the emphasis will be given to the communication skills of a mediator.

4 hours – This session will begin with a simulated mediation which is aimed to develop an understanding of the mediation process from inside. At the end of simulations the analysis of other mediation performances will be conducted.

Student Assessment. Students will be assessed on their active participation in the classroom and a short paper written in class (15-20 minutes; max. 1 page) on the subject of 'What did I learn about mediation'.