

Recommended Reading for Lawyers

1. Clients for Life. Jagdish Sheth and Andrew Sobel. Fireside. 2002. ISBN: 0684870304
2. Connecting With Your Client. Noelle C. Nelson, Ph.D. American Bar Association Section of Law Practice Management. 1996. ISBN: 1-57073-402-X
3. First Among Equals. Patrick J. McKenna and David H. Maister. The Free Press. 2002. ISBN: 0-7432-2551-1
4. Getting Together. Roger Fisher and Scott Brown. Houghton Mifflin. 1988. ISBN: 0-395-47099-4.
5. Getting To Yes. Roger Fisher and William Ury. Penquin Books. 1983. ISBN: 0-14-006534-2.
6. Getting What You Want. Kare Anderson. Dutton. 1993. ISBN: 0-523-03509-6.
7. Going to Trial. Daniel I. Small, Editor. American Bar Association. 1999. ISBN: 1-57073-723-1.
8. How to Argue and Win Every Time. Gerry Spence. St. Martin's Griffin. 1995. ISBN: 0-312-14477-6.
9. Influence, The Psychology of Persuasion. Robert B. Cialdini, Ph.D. Quill William Morrow. 1984. ISBN: 0-688-12816-5.
10. Influencing With Integrity. Genie Z. Laborde. Syntony Publishing, 1987. ISBN: 0-933347-10-3
11. Inside/Outside. How Businesses Buy Legal Services. Larry Smith. ALM Publishing, a Division of American Lawyer Media. 2001. ISBN: 0-9705970-5-3
12. It's Negotiable. Peter B. Stark. Pfeiffer & Company. 1994. ISBN: 0-88390-418-7.
13. Ladies and Gentlemen of the Jury (Greatest Closing Arguments in Modern Law). Michael S. Lief, H. Mitchell Caldwell, and Ben Bycel. Simon & Schuster. 2000. ISBN: 0-684-85948-3.
14. Learning to Manage Conflict. Dean Tjosvold. Lexington Books. 1993. ISBN: 0-02-932491-2.
15. Legally Speaking. 40 powerful Presentation Principles Lawyers Need to Know. David J. Dempsey, J.D. Miranda Publishing, LLC. 2002. ISBN: 0-9715165-0-2.
16. Levin's Laws. Tactics for Winning Without Intimidation. Edward Levin. M. Evans & Company, Inc. 1980. ISBN: 0-87131-308-1.
17. Making Partner. A Guide for Law Firm Associates. John R. Sapp. Law Practice Management Section. American Bar Association. 2002. ISBN: 1-59031-090-x
18. Managing the Professional Service Firm. David H. Maister Free Press Paperbacks, Simon & Schuster. New York. 1993. ISBN: 0-684-83431-6.
19. Mastering Voir Dire and Jury Selection. Jeffrey T. Frederick. American Bar Association. 1995. ISBN: 0-89707-981-7.
20. Modern Trial Advocacy. Steven Lubet. National Institute of Trial Advocacy. 1997. ISBN: 155681-539-5
21. More Power Point User's Manual. National Institute for Trial Advocacy. 2000. ISBN: 155681-690-1.
22. Negotiate to Close. Gary Karrass. Simon & Schuster. 1985. ISBN: 0-671-55483-2.
23. Negotiate to Win. Alan N. Schoonmaker. Prentice Hall. 1989. ISBN: 0-13-611385-0.
24. Nothing But the Truth. Steven Lubet. New York University Press. 2002. ISBN: 0-8147-5174-1
25. Now, Discover Your Strengths: The Revolutionary Program That Shows How To Develop Your Unique Talents and Strengths— And Those of the People You Manage. Marcus Buckingham and Donald O. Clifton, Ph.D. Free Press. 2001. ISBN: 0743201140



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26. Persuasive Computer Presentations: The Essential Guide for Lawyers. Ann E. Brenden and John D. Goodue. Law Practice Management Section. American Bar Association. 2001.
27. Persuasion: The Litigator's Art. Michael E. Tigar. American Bar Association. 1999. ISBN: 1-57073-637-5.
28. Please Understand Me. David Keirse and Marilyn Bates. Distributed by Prometheus Nemesis Book Company. 1978. ISBN: 0-9606954-0-0.
29. Point, Click & Wow!! Claudyne Wilder and David Fine. Pfeiffer & Company. 1996. ISBN: 0-88390-484-5.
30. Power Point for Litigators. Deanne C. Siemer, Frank D. Rothchild, Edward R. Stein, and Samuel H. Solomon. National Institute for Trial Advocacy. 2000. ISBN: 155681-674-X.
31. Rain Making. Ford Harding. Bob Adams, Inc. 1994. ISBN: 1-55850-420-6.
32. Rainmaking Made Simple. Mark M. Maraia. Professional Services Publishing. 2003. ISBN: 0-972453-0-2.
33. Stack and Sway. The New Science of Jury Consulting. Neil J. Kressel and Dorit F. Kressel. Westview Press. 2002. ISBN: 0-8133-9772-3.
34. Stress Management for Lawyers: How to Increase Personal and Professional Satisfaction in the Law. Amiram Elwork, Ph.D. Vorkell group. 1997. ISBN: 0964472716
35. The Art of Negotiating. Gerald I. Nierenberg. Cornerstone Library. 1968. ISBN: 346-12272-4.
36. The Lawyer's Guide to Balancing Life and Work. George W. Kaufman. Law Practice Management Section. American Bar Association. 1999. ISBN: 1-57073-700-2.
37. The Ultimate Consultant. Alan Weiss. Jossey-Bass/Pfeiffer. 2001. ISBN: 0-7879-5508-6.
38. Theater Tips and Strategies for Jury Trials. David Ball. National Institute for Trial Advocacy. 1997. ISBN: 155681-531-X
39. The Moral Compass of the American Lawyer. Richard Zitrin and Carol M. Langford. Ballantine Books. 1999. ISBN: 0-345-43314-9.
40. The 21 Indispensable Qualities of a Leader. John C. Maxwell. Thomas Nelson Publishers. 1999. ISBN: 0-7852-7440-5.
41. The Palladium of Justice: Origins of Trial by Jury. Leonard W. Levy. Ivan R. Dee Publisher. 1999. ISBN: 1-56663-313-3.
42. The Story Factor. Annette Simmons. Persus Publishing. 2001. ISBN: 0-7382-0369-6.
43. The Trial Lawyers Art. Sam Schrager. Temple University Press. 1999. ISBN: 1-56639-799-5.
44. The Win-Win Negotiator. Ross R. Reck, PhD. And Brian G. Long, PhD. Pocket Books. 1985. ISBN: 0-671-67698-9.
45. The Winning Argument. Ronald Waicukauski, Paul Mark Sandler, and JoAnne Epps. Section of Litigation American Bar Association. 2002. ISBN: 1-57073-938-2
46. True Professionalism. David H. Maister. The Free Press. New York. 1997. ISBN: 0-684-83466-9.
47. Through the Client's Eyes. Henry W. Ewalt. ABA Section of Practice Management. 1994. ISBN: 0-89707-991-4.
48. The Professionals Guide to Value Pricing. Ronald J. Baker. Harcourt Professional Publishing. 1999. ISBN: 0-15-606993-8.
49. The 21 Indispensable Qualities of a Leader. John C. Maxwell. Thomas Nelson Publishers. 1999. ISBN: 0 7852-7440-5



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