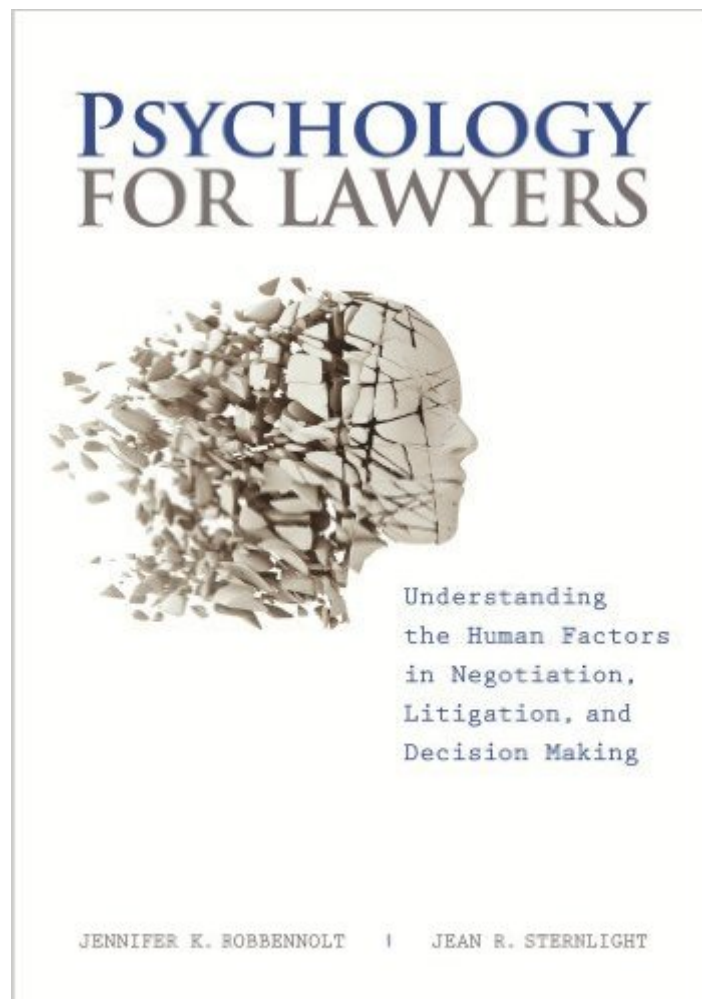


The book was found

# Psychology For Lawyers: Understanding The Human Factors In Negotiation, Litigation And Decision Making



## Synopsis

Psychology for Lawyers introduces practicing lawyers and law students to some of the key insights offered by the field of psychology. The first part of the book offers a crash course in those aspects of psychology that will be most useful to practicing attorneys, including issues such as perception, memory, judgment, decision making, emotion, influence, communication, and the psychology of justice. The second part applies the insights of research to tasks that lawyers face on a regular basis, including interviewing, negotiating, counseling, and conducting discovery. In addition, the book offers practical suggestions for improving your practice—suggestions that are grounded in the science of psychology. In short, by learning more about psychology and how to apply it, lawyers will be more effective, more successful, more ethical, and even happier. Comprehensive in discussion, this guide discusses aspects of social and cognitive psychology that are most relevant to lawyering: perception, memory, judgment, decision making, emotion, influence, communication and the psychology of justice. The authors include clear writing drawing on lots of current and interesting examples, chapter summaries, and extensive endnotes and helpful bibliographies for each chapter for those readers desiring more depth on particular issues.

## Book Information

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## Customer Reviews

Eh. It's a textbook. I like it just fine, but it isn't exactly what I would call pleasure reading. That said, I'll get through this one, unlike all my other law textbooks. The first four chapters discuss the foundations of decision making - the reasons people are biased, how emotions come into play, judgment shortcuts based on irrational lines of reasoning, etc. I haven't gotten through all of it yet.

A must read book for anyone. Written so even lawyers can understand the concepts. If you are going to read only one book on psychology, then this is the book to get.

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