
QLS/Australian Advocacy Institute

**Advocacy Skills for Solicitor Advocates
Workshop ONLINE**

Part 1 - Wednesday 7 May 2025

5.00pm* to 6.30pm

Part 2 - Thursday 8 May 2025

5.00pm* to 6.00pm

Part 3 - Saturday 10 May 2025

8.45am* to 3.30pm

Participants attend ALL sessions ONLINE.

* Workshop Zoom will open 30 minutes early each day for online connection.

**WORKSHOP INFORMATION,
TIMETABLE
AND
PERFORMANCE TASK ALLOCATIONS**

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Advocacy Skills Workshop – online.

7, 8, 10 May 2025



Please read the information below immediately and thoroughly as it is important to your preparation and contribution to learning at the workshop.

Dear Workshop Advocate,

The AAI is pleased to be able to provide this advocacy workshop for you and we are sure that you will find this course helpful in improving your advocacy skills.

Workshop Program:

Part 1: Introductory Session 1. ONLINE – Wednesday 7 May 2025
5.00pm* to 6.30pm

Part 2: Introductory Session 2. ONLINE – Thursday 8 May 2025
5.00pm* to 6.00pm

Part 3: Advocacy Performance Skills Workshop ONLINE – Saturday 10 May 2025
8.45am* to 3.30pm

*Workshop Zoom will open 30 minutes early each day for online connection.

Workshop Format:

The following “**Timetable and Task Allocation**” details the format for this workshop. At the start of the following Timetable you will find a table that allocates a GROUP and ADVOCATE NUMBER for each advocate.

On Saturday, Group Performance Sessions and General Skills Sessions have been scheduled through the day. In the Group Sessions, you will break into smaller groups to individually **present your allocated advocacy tasks** before a Judge/Trainer in the same manner that you would present in court. You will find your allocated advocacy tasks set out within each session of the timetable below. All the case studies and materials are available for download under the Tab “Workshop Materials for download” on the Workshop webpage.

Once you have finished each performance you will be given a review by the AAI trainer. This review is designed to be positive, not critical. You will be given advice on ways that your individual performance can be improved using various advocacy skills, including a demonstration and explanation of the particular skills relevant to your performance.

A note on the nature of the Trainer Reviews:

The AAI philosophy behind this advocacy skills training is on identifying ways in which each advocate can improve their advocacy, based on his/her performance of each task during the workshop. The AAI trainer will suggest, then demonstrate a skill that will allow each individual advocate to improve. You will not necessarily be complimented on what you may have done well, and that does not mean you have not shown good skills in other areas. It is just a better use of the limited workshop time to encourage improvement over praise.

The Workshop Case Studies:

We acknowledge that for some of you, the case studies we will use may not be of the type you generally deal with. We use these case studies deliberately as we believe them to be very good for the teaching of advocacy, demonstrating skills that can be applied in any jurisdiction. The advocacy skills you will learn will be of universal application – the same skills apply regardless of the type of case, the jurisdiction you appear in or the side you appear on. This has been proven over three decades of advocacy instruction by the AAI.

Please don't get bogged down in your preparation with any legal technicalities within the case studies. Don't research or bring statutes or precedents. Do not be distracted with the law. Evidence is restricted to **only** that contained within each case study so you do not need to look outside the immediate information provided. The purpose of this workshop is to help you with how to structure a case, how to prepare, how to ask purposive relevant questions, how to argue, how to be persuasive in court. We WILL NOT be concerned with jurisdictional procedure.

You will be asked to act as a witness for other advocates.

When a task requires a witness in Evidence in Chief and Cross Examination, the AAI Trainer will nominate an advocate from your group to act the witness role. **THIS MAY BE YOU**, so a thorough knowledge and understanding of the facts of each case study will help both you and your colleagues get the most out of the workshop. Know the witness statements to the same degree you would expect of the witness when it is your turn to present. Evidence is restricted to **only** that contained within each case study, so please do not embellish, add or make up evidence.

Preparation before the workshop:

This is a performance-based workshop.

You are required to prepare each of your set tasks between now and the commencement of the workshop. Please **allow yourself time to prepare properly** – it is anticipated that you should allocate 6+ hours for this preparation. Please prepare in advance – do not wait until after the Wed/Thurs. introductory sessions.

If you are not totally familiar with the requirements of any particular advocacy task, you may find it helpful to refer to the “Specific Advocacy Tasks” summary at the end of the Course Materials document.

I recommend you consult the “AAI Advocacy Manual” PDF file provided as part of your materials, which has detailed chapters on all the aspects of advocacy you will be using at this workshop. Use this Manual in your preparation and for future reference. Please note that due to copyright restrictions, this PDF file is both non-print and copy protected.

Task Performance:

You will see in the timetable task allocations that a time limit has been set for each task performance. Please prepare as if you were to present the whole of the task. The time allocation means you may not be able to present all the task and you are not expected to be able to finish your performance. Do not rush and try and fit it all into the allocated time. Your review will be on that part of the task you present, not the parts you may not have reached.

The Workshop ONLINE Platform:

This workshop will be held using the **ZOOM** platform, with advocates required to log-on using their own computer link. If you are not familiar with connecting via **ZOOM**, log-on instructions for connecting to the workshop can be found in the “Workshop Materials 2025” document as part of the download materials, below in the Timetable, and on the AAI Workshop Webpage under each workshop day heading. The same log-on will be used each day. Advocates should remain logged-on for the duration of each day’s combined sessions (This is part of the requirement for qualifying for CPD/CLE points.).

ZOOM LOG-ON:

Click on this link for automatic log-on:

<https://us02web.zoom.us/j/2716263497?pwd=cjZmOXRROUp0dUVpaTdaWEM2TEwyQT09>

(ID = 2716263497 Password = Advocacy)

I look forward to seeing you ‘remotely’ at the workshop.

Regards



Scott Wallace

General Manager, Australian Advocacy Institute.

Email: aai@advocacy.com.au Mobile & Text: 0418 473 303

Workshop Timetable

Wednesday 7 May 2025

4.30 to 5.00pm

Advocates log-on to Zoom Workshop.

**SESSION
1** **5.00 to 6.30pm**

**General
Session**

Introduction to Advocacy.
Preparation for Performance.
Case Theory and Argument.

To automatically join Zoom Meeting - Click on this link ...

<https://us02web.zoom.us/j/2716263497?pwd=cjZmOXRROUp0dUVpaTdaWEM2TEwyQT09>

(ID = 2716263497 Password = Advocacy)

Thursday 8 May 2025

4.30 to 5.00pm

Advocates log-on to Zoom Workshop.

**SESSION
2** **5.00 to 6.00pm**

**General
Session**

Techniques in Questioning
Communication in Court

To automatically join Zoom Meeting - Click on this link ...

<https://us02web.zoom.us/j/2716263497?pwd=cjZmOXRROUp0dUVpaTdaWEM2TEwyQT09>

(ID = 2716263497 Password = Advocacy)

SATURDAY GROUP AND ADVOCATE NUMBER

Your advocate number is used to determine which **TASKS** you will be performing in the timetable that follows.

No.	RED GROUP	BLUE GROUP	GREEN GROUP
1	Isaac Beale	Victoria Lenton	Robert Hill
2	Malcolm Pieterse	Gemma Butler	Zoe Humphrey
3	Lavina Chan	Chelsea Saldumbide	Saskia Johnson
4	Michael Kely	Jon-Paul Selfe	Paul Conrad
5	James Daly	Alison Swift	Kula Kalinoe
6	Kurt Fechner	William Teao	Philippe Lambert
7	Daniel Grbavac	Xiaonan Wang	Andrew Lander

SATURDAY 10 May 2025

8.30 to 8.45am

Advocates log-on to Zoom Workshop.

To automatically join Zoom Meeting - Click on this link ...

<https://us02web.zoom.us/j/2716263497?pwd=cjZmOXRROUp0dUVpaTdaWEM2TEwyQT09>

(ID = 2716263497 Password = Advocacy)

8.45 to 9.00am

Advocates will be admitted to the General Workshop Session.

Introduction to the AAI Teaching Faculty.

Please log-on early as the workshop coordinator requires this next 15 minute period to open and allocate advocates to breakout rooms.

9.00am Workshop coordinator will move advocates to allocated Group Rooms.

Advocates should be ready to immediately commence performance tasks upon joining their Group Breakout Room.

SESSION 1 9.00 to 10.10am	
Group Session	<p><u>APPLICATIONS</u></p> <p><u>Case Study 1: Porcine v Royal Bridgewater Golf Club</u></p> <p>TASK: Apply for an ex-parte injunction Advocate: 1 TASK: Apply for an ex-parte injunction Advocate: 2 TASK: Apply for an ex-parte injunction Advocate: 7</p> <p><u>Case Study 2: Middleton v Blanchard and Handy Bros</u></p> <p>TASK: Apply for an urgent injunction Advocate: 3 TASK: Oppose the application Advocate: 4 TASK: Apply for an urgent injunction Advocate: 5 TASK: Oppose the application Advocate: 6</p> <p style="text-align: right;">Performances in Group 5 minutes per task Review in Group 4 minutes per task</p>

BREAK 5 mins – All Advocates stay online.

SESSION 2 10.15 to 11.25am	
Group Session	<p><u>LEADING EVIDENCE AND CROSS EXAMINATION</u></p> <p><u>Case Study 3: DPP v Evelyn Cannon</u></p> <p>TASK: Lead Evidence in Chief of Const. O’Rourke for the Prosecution Advocate: 3 TASK: Cross Examine Const. O’Rourke for the Defence Advocate: 4 TASK: Lead Evidence in Chief of Peter Porter for the Prosecution Advocate: 1 TASK: Cross Examine Peter Porter for the Defence Advocate: 2 TASK: Lead Evidence in Chief of Const. O’Rourke for the Prosecution Advocate: 7 TASK: Lead Evidence of Evelyn Cannon for the Defence Advocate: 6 TASK: Cross Examine Evelyn Cannon for the Prosecution Advocate: 5</p> <p><i>All advocates must be completely familiar with all witness statements within this case study to enable them to act as witnesses.</i></p> <p style="text-align: right;">Performances in Group 5 minutes per task Review in Group 5 minutes per task</p>

11.25am

AAI Coordinator will move all advocates to General Session Room

SESSION 3 11.25 to 12 noon	
General Session	<u>CASE THEORY</u>
SESSION 4 12 noon to 12.15pm	
	<p><u>REVISION</u></p> <p>Advocates privately revise their performance tasks for Session 5 & 6 in light of Session 3 and their earlier reviews.</p>

LUNCH BREAK – 12.15 to 12.45pm All Advocates stay online.

12.45pm	
	AAI Coordinator will move all advocates to Group Rooms
SESSION 5 12.45 to 2.00pm	
Group Session	<p><u>LEADING EVIDENCE AND CROSS EXAMINATION</u> <u>Case Study 3: DPP v Evelyn Cannon</u></p> <p>TASK: Lead Evidence in Chief of Const. O’Rourke for the Prosecution Advocate: 5 TASK: Cross Examine Const. O’Rourke for the Defence Advocate: 6 TASK: Cross Examine Evelyn Cannon for the Prosecution Advocate: 7 TASK: Lead Evidence in Chief of Luigi Fiorelli for the Defence Advocate: 4 TASK: Cross Examine Luigi Fiorelli for the Prosecution Advocate: 3 TASK: Lead Evidence of Evelyn Cannon for the Defence Advocate: 2 TASK: Cross Examine Evelyn Cannon for the Prosecution Advocate: 1</p> <p style="text-align: right;">Performances in Group 5 minutes per task Review in Group 5 minutes per task</p>

BREAK 5 min - Advocates stay online.

SESSION 6 2.05 to 3.20pm	
Group Session	<p><u>CLOSING ARGUMENT</u> <u>Case Study 3: DPP v Evelyn Cannon</u></p> <p>TASK: Present Closing Argument for the Prosecution Advocate: 1 TASK: Present Closing Argument for the Defence Advocate: 2 TASK: Present Closing Argument for the Prosecution Advocate: 5 TASK: Present Closing Argument for the Defence Advocate: 6 TASK: Present Closing Argument for the Prosecution Advocate: 3 TASK: Present Closing Argument for the Defence Advocate: 4 TASK: Present Closing Argument for the Prosecution Advocate: 7</p> <p style="text-align: right;">Performances in Group 5 minutes per task Review in Group 5 minutes per task</p>
3.20pm	
AAI Coordinator will move all advocates to General Session Room	
SESSION 7 3.20 to 3.30pm	
General Session	<p><u>DISCUSSION AND CLOSING SESSION</u></p>