

Advocacy

Presenting an argument to a court.

Law

Practice.

Do

State your submissions at the outset

Take the strongest point first

Answer judicial questions directly

Concede what cannot be defended

Take the court to the authority precisely

Avoid

Reading a prepared speech aloud

Deferring an answer to later

Overstating the authority you rely on

Ignoring the weakness in your case

Educational reference. A question from the bench identifies the point the case turns on. Answer it before continuing.