

## An e-learning initiative by



**Course Title:** Seminar on The Art and Craft of Persuasive ADR Case Statements

**Speakers:** Lim Tat – Managing Partner, Aequitas Law LLP  
Dr Mark Brantner - Senior Lecturer, University Scholars Programme, National University of Singapore

**Duration:** 85 minutes

**Course description:** Dispute resolution lawyers are familiar with the purpose of opening statements and closing submissions. In litigation and arbitration, an opening statement serves to provide the court or arbitral tribunal with an overview of a party's case, by reference to the evidence to be presented before the court or arbitral tribunal, the construction of the evidence, and the party's case theory. A closing submission provides the lawyer with the final platform to draw together the separate strands of both facts and law to form the "tapestry of reasons for the court or the tribunal to justify the conclusions the lawyer wishes to advocate". In mediation, what purpose does a case statement serve? This seminar, organised by the Publications Committee, explores mediation competency and considers how an awareness of the science behind mediation provides dispute resolution lawyers with fresh structures and tools for ADR/mediation.

The second half of this seminar will include an interesting segment on "rhetorical appeals". Over 2,500 years ago, Aristotle, the Greek rhetorician and philosopher, outlined an art of crafting persuasive legal cases. In his still relevant book *The Rhetoric*, he describes how plaintiffs and defendants can rely on nothing other than language to mould their own characters, to move judges' emotions, and to make logical arguments. These three strategies are collectively known as the "rhetorical appeals." In this seminar, you will learn about these appeals, look at examples from ancient Greek court cases, and learn how to craft your own ethical, emotional, and logical appeals.

### About the speakers:



#### **Lim Tat – Managing Partner, Aequitas Law LLP**

*Lim Tat was called to the Bar in 1989. His earliest mediation experience was acting as mediation counsel in a litigated case, soon after SMC was established in 1997. In 2006, he was accredited as a mediator at SMC and in 2007, mediated his first commercial case. Since then, he has mediated cases involving commercial, construction, healthcare, intellectual property, real estate and family disputes. He is recognised in **Who's Who Legal: Mediation** as an "outstanding" mediator and "a distinguished figure in Singapore mediation". He was awarded the 2013 Outstanding Court Volunteer Award for his contribution to mediation in the State Courts. Tat is a 2017 Weinstein JAMS International Fellow, the Chair of the Society of Mediation Professionals (Singapore) and Senior Vice-Chair of the*

POWERED BY



LEARNED PROFESSIONALS  
EST. 2013 - SINGAPORE

*Learning anytime, any place.*

## An e-learning initiative by



*Mediation Committee of the International Bar Association (IBA).*



**Dr Mark Brantner - Senior Lecturer, University Scholars Programme,  
National University of Singapore**

*Mark Brantner is a senior lecturer in the University Scholars Programme (USP) at the National University of Singapore. He received his BA and MA in American literature and critical theory from West Virginia University and his PhD in Rhetoric and Composition from the University of South Carolina. He also pursued additional graduate work in philosophy and communication at The European Graduate School. Dr Brantner's research interests lie in rhetorical theory and multilingual literacies.*

POWERED BY



LEARNED PROFESSIONALS  
EST. 2013 - SINGAPORE

*Learning anytime, any place.*