

# What Lawyers Need to Know: Communicating Across the Gender Gap

Communication always goes two ways. What we say may not always be what someone else hears. And whether we like it or not, how well we communicate is deeply affected by gender.

A growing number of studies show again and again that most women and men have different styles of talking and of listening. Your gender makes a huge difference in how others hear and perceive you and can lead to misunderstandings and missed opportunities.

*This can have consequences for your legal practice, your reputation for professionalism, and even your career.*

Presenting a proposal to clients, talking to partners, interviewing a witness, questioning the defendant on the stand – all of these can be affected profoundly by the gender of the participants. When we speak to others – in a firm meeting, before a legislature, to a judge, or to a public gathering – how the audience hears us will most likely be based as much on whether we are men or women as on what we say.

Neither “male” nor “female” communication style is better. And each can be modified to make it more effective. But unless you understand these profound differences, your communication skills will suffer. This multi-media, multi-disciplinary program will give you **fascinating**, **useful**, and **practical** tools for understanding how gender affects communication and dozens of tips to help you in your daily life as a lawyer.

## This seminar will teach you:

- How to use your own natural style to your advantage, and how to minimize what might seem to be disadvantages
- How the nature of the legal profession exaggerates gender differences
- How the rules of a meeting affect who talks and how the seating arrangement at a table makes a difference in who participates
- How age influences gender considerations
- How gender affects interactions in the courtroom and how to deal with the issue
- How to defuse gender conflicts in the office
- Why many lawyers turn off potential clients of the opposite sex

## Course Materials

One copy of the course materials is included in your registration. These materials are not available for separate purchase.

## Tuition

(INCLUDES COURSE BOOK)

\$239 ■ Member — Pa., or any co. bar assn.

\$219 ■ Member admitted after 1/1/02

\$259 ■ Nonmember

\$99 ■ Paralegals attending with an attorney

\$129 ■ Paralegals attending alone

\$120 ■ Judges and judicial law clerks

\$110 ■ Judges and judicial law clerks  
(admitted after 1/1/02)

Maximum CLE credits: 4

## Dates & Locations

**Pittsburgh • Wed., Dec. 6, 2006**

The Koppers Building  
436 Seventh Ave., 9<sup>th</sup> Floor

**Philadelphia • Thurs., Dec. 7, 2006**

The CLE Conference Center, Wanamaker Building  
10<sup>th</sup> Floor, Ste. 1010, Juniper St. entrance  
(between 13<sup>th</sup> & Broad Sts., opposite City Hall)

8:30 am to 12:45 pm; registration begins at 8:00 am

## Instructors



**Steven Stark** has a vast background in the fields of legal writing, communication and inter-cultural studies and has taught writing and speaking to thousands of lawyers, judges, and government officials. A lawyer and

former Lecturer on Law at Harvard Law School, he is the author of three books, including the highly-acclaimed “Writing to Win: The Legal Writer” (Doubleday). He has been a radio commentator for CNN, National Public Radio, the BBC, and the Voice of America. A former speechwriter and issues aide to Jimmy Carter, he has been a columnist for the Boston Globe and Montreal Star and has written extensively on American culture in such publications as the New York Times, Los Angeles Times, Washington Post, and the Atlantic Monthly. He is a graduate of Harvard College and Yale Law School.



**Sarah Wald** is the former Dean of Students at Harvard Law School and a former Assistant Provost of Harvard University where she was involved in a number of areas related

to improving the atmosphere for women students and faculty. A past President of the Massachusetts Women’s Bar Association where she co-authored an amicus brief in the *Hishon* case applying the law of sex discrimination to law partnerships, she has also been an Assistant Secretary of Consumer Affairs and Business Regulation and an Assistant Attorney General in Massachusetts. Her legal articles have appeared in a number of publications, including the Administrative Law Review and Harvard Women’s Law Journal. She is a graduate of Brown University and Yale Law School.

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