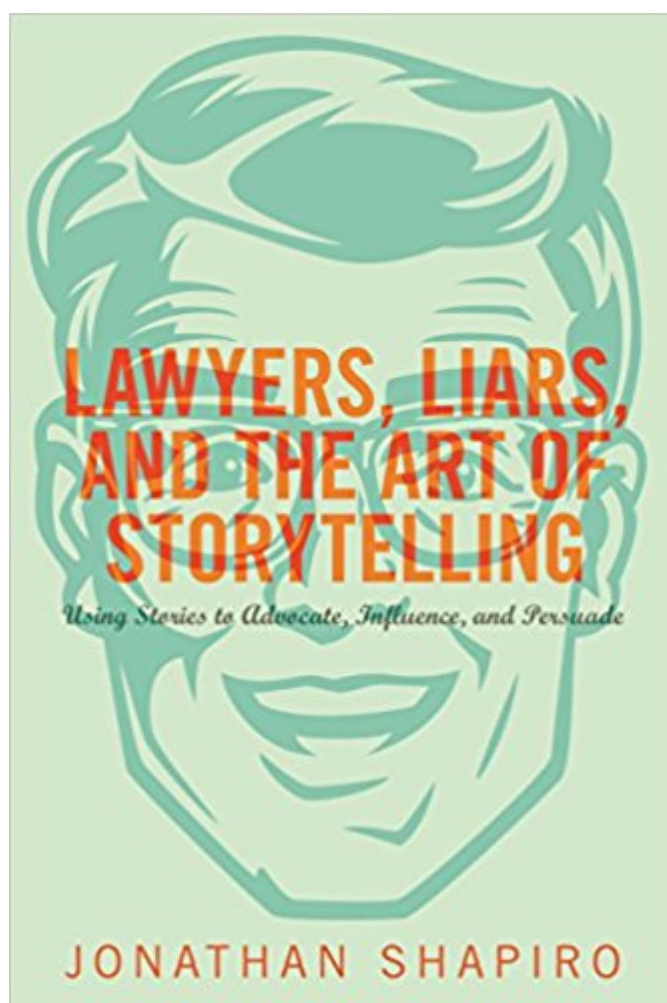


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# Lawyers, Liars, And The Art Of Storytelling: Using Stories To Advocate, Influence, And Persuade



## Synopsis

Nobody I know is funnier, smarter, or has a wider breadth of references than my friend Jonathan Shapiro. This book is a bit of a miracle: informative, insightful, poetic, and funny. —Paul Reiser, comedian, actor, and bestselling author

Using famous real-life court transcripts, television scripts, and story after story, *Lawyers, Liars, and the Art of Storytelling* shows the reader how to get their message across and the result they want using the time-tested elements and basic structure of great stories. Part how-to manual, part memoir, always entertaining and never a lecture, this book provides storytelling lessons gleaned from years of trial practice and television writing, wrapped in what else? —great stories.

## Book Information

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## Customer Reviews

Jonathan Shapiro's *Lawyers, Liars, and the Art of Storytelling* is so intriguing and witty that for a while I was certain that I had written it. (Alan Zweibel, Original Saturday Night Live writer and Thurber Prize winner for his novel *The Other Shulman*)

Nobody I know — and I mean nobody — is funnier, smarter, or has a wider breadth of references than my friend Jonathan Shapiro. This book is a bit of a miracle: informative, insightful, poetic, and funny. (Paul Reiser, Comedian, actor, and bestselling author)

Storytelling — the art of connecting with, captivating and persuading one's listeners — is the key to courtroom success. For the new generation of lawyers raised on texting, tweeting, and e-mailing, the art of old-fashioned storytelling has proven elusive, as those who can truly teach this ancient art form are fast disappearing. Thankfully, here comes Jonathan Shapiro — one of America's greatest trial lawyers and storytellers — to the rescue. (Steve Zipperstein, General Counsel, Blackberry)

Jonathan

Shapiro is a terrific writer: incisive, informative, entertaining, and always engaging. (Erwin Chemerinsky, U.S. constitutional law and federal civil procedure scholar and current and founding dean of the University of California, Irvine School of Law) If Shapiro turns out to be the 21st-century Dale Carnegie, that wouldn't be a bad thing. His book deserves to sell as well as *How to Win Friends and Influence People*. It is fortified with the wisdom of the ages and of the networks. May it please the court, Shapiro's book is a must read.

Jonathan Shapiro (Los Angeles, CA) is an ex-federal prosecutor and law professor turned award-winning television writer, producer, and author. His background includes two Harvard degrees, a Rhodes scholarship, three years working as a newspaper reporter, 10 years as a trial lawyer and Assistant U.S. Attorney, and 14 years writing and producing television shows like *The Blacklist*, *Life*, *Boston Legal*, and *The Practice*.

As a trial lawyer myself, I have started reading and enjoying books about the relationship between the law and storytelling. I was expecting this book to be more of a treatise on storytelling, but it (unabashedly) wound up being a chance for Shapiro to tell great stories from his career. Although it wasn't quite what I was looking for, I can't deny that I had a wonderful time reading this book. There is a lot of wisdom you can gain from this book if you go into it with an open mind. It's funny, it's sharp, and it teaches many important lessons about why storytelling is an oft overlooked skill in today's world. Pick it up. You won't regret it. (Also, I read this book before watching *Goliath* on Prime. I know this isn't a *Goliath* review, but that's worth your time as well. Highly entertaining!)

It's well written and does give quite a few insights into writing in general but also what makes good writing. His writing style is very forward and at times made me chuckle because of the real life examples he gives. He explains the three basics: ethos, logos, and pathos. He goes into detail as to why giving attention (even minimally) to these three aspects in your writing is important. The author also explains almost everything without being too preachy or pedantic. While I won't highly recommend this book, it was worth reading, and for the \$14 I paid for my copy it was definitely worth it.

The author vacillates throughout the book between his experiences as an attorney, a screenwriter, and a story teller. The book is frustrating because of this vacillation. Some of the anecdotes, especially about writing TV scripts, are interesting, but the overall impact is minimal. I came away

thinking the author was most interested in telling his own story, but he is too obvious in many instances, thereby betraying any pretense about the lessons he claims to be imparting.

Absolutely mind blowing. It has perfect doses of information, entertainment and practical example. It reads just like a very good script!

Excellent resource for the lawyer or anyone interested in becoming more persuasive and credible. The writing is crisp and funny, while also brimming with practical wisdom. Will have a permanent place in my personal library.

Excellent Fun Book

Very fun reading!

Not as entertaining or interesting as I had hoped. I hear many stories from attorneys and this book did not measure up. I cannot recommend it.

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