

▶ I. STRUCTURA

Degeaba ai stil, fara structura

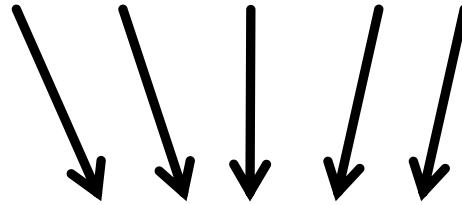
#formefarafond

▶ I. STRUCTURA

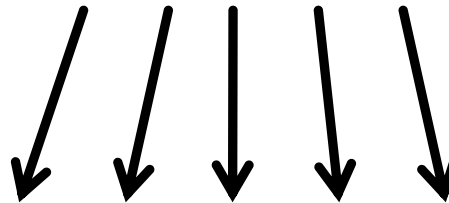
- Plus de claritate discursului;
- Face discursul sa fie mai usor de urmarit;
- Te ajuta sa nu omiti elementele importante ale dezbaterii;
- Gruparea tuturor argumentelor pe o tema face sustinerea mai robusta & persuasiva;
- Conduce la evitarea repetitiei;

CE ARGUMENTE INCLUD IN PLEDOARIE?

ETAPA 1: SELECTARE ARGUMENTE

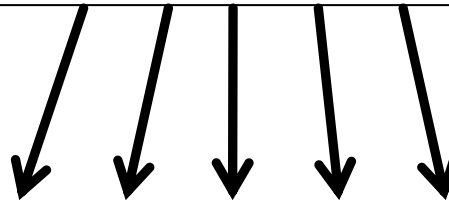


IDENTIFICAREA A 2-3 TEME/ DISCUTII CENTRALE ALE SPETEI



IN FUNCTIE DE ELE DOSARUL SE PIERDE SAU SE CASTIGA

IDENTIFICAREA ARGUMENTELOR DECISIVE ALE AMBELOR PARTI



IN 90% DINTRE SITUATII, CHEILE DEZBATERILOR SE IDENTIFICA CU ELEMENTELE "CONTENCIOASE"

DECANTAREA ARGUMENTELOR INCLUSE IN PLEDOARIE

STRUCTURA LOGICA A ARGUMENTELOR

DEDUCTIVA vs. INDUCTIVA

A LETTER FROM A FRIEND (1/3)



Dear Shirley,

Remember last Saturday afternoon when I was playing in the park with my boyfriend and you came over, and he told me that when my back was turned, you kissed him?

And also, on Sunday when you came to my house and my Mom made you a tuna fish salad for lunch and you said: "Yech! That's the worst salad I ever ate!"?

And yesterday, when my cat brushed against your leg, you kicked her and threatened to sic your dog "Monster" on her?

Well, for all of these reasons, I hate you, and I no longer want to be your friend.

Lucy

A LETTER FROM A FRIEND (2/3)



Dear Shirley,

I HATE you. Here are my reasons:

1. *You stole my boyfriend.*
2. *You insulted my mother.*
3. *You scared my cat.*

**Main statement or
“governing thought”**

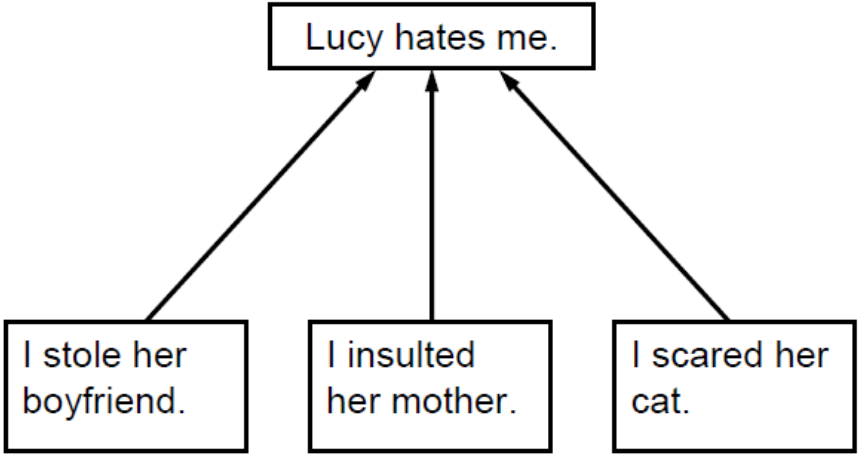
**Reasons supporting
the governing
thought**

Q: Why did Lucy write this letter to me?

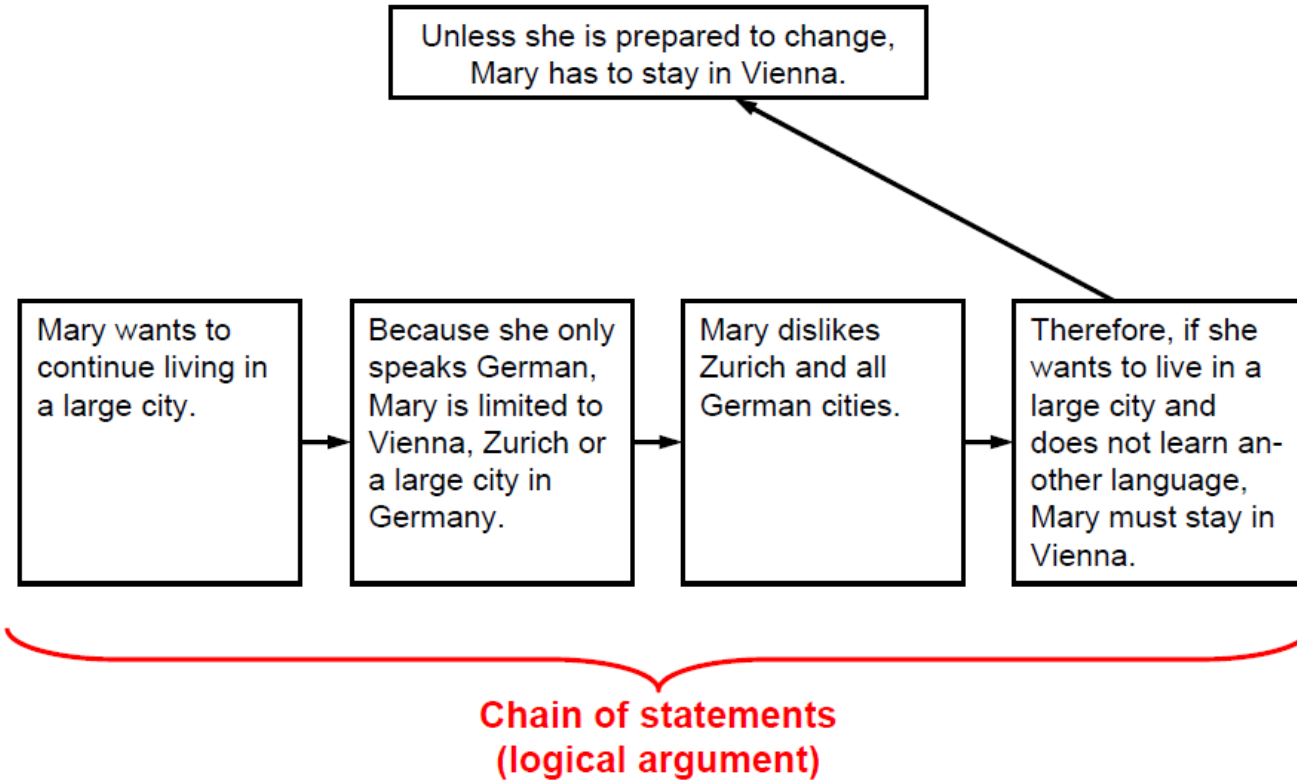
A: Because ...

Q: Why?

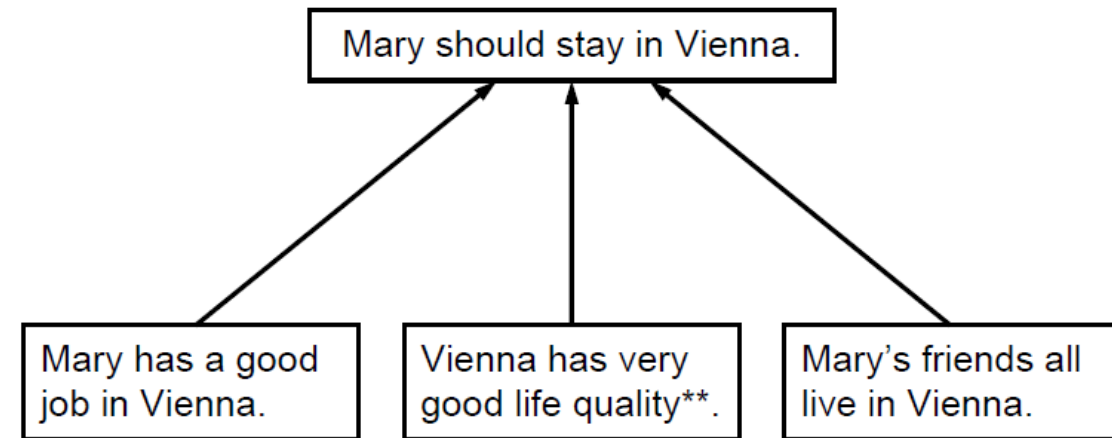
A: Because ...




STAYING IN VIENNA (2/2) – DEDUCTIVE LOGIC*



STAYING IN VIENNA (1/2) – INDUCTIVE LOGIC*



**Independent group of answers
(logical grouping)**



REMEMBER

Key message

First find or state the key message before you plunge into details.

Questions

Ask questions before you give answers (even if it's only in your mind).

Pyramid

Envision the question-answering process to follow top-down a fictitious logical pyramid structure*.

STRUCTURAREA ARGUMENTELOR

Afirmarea sustinerii fundamentale



Motiv 1

Motiv 2

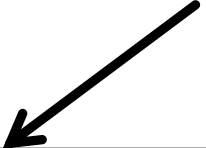
Tag-ul argumentelor



ce inseamna



de ce e important



Ce sustine p. adversa & de ce este gresit

Ce sustine p. adversa & de ce este gresit



Impactul argumentului asupra spetei

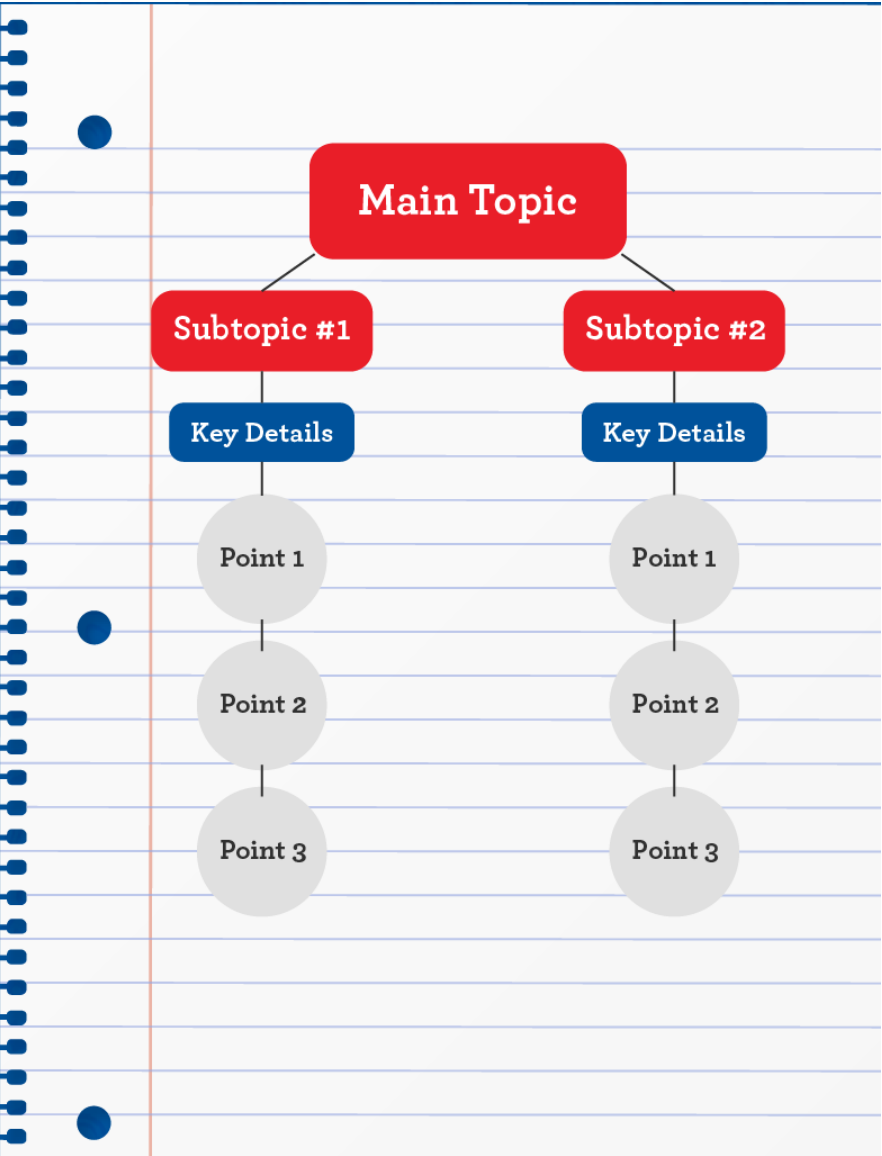
Impactul argumentului asupra spetei

STRUCTURA GENERALA

1. Concept/ Ideea principala (Daca e cazul)
2. ROAD-MAP
 - “ne vom referi la 2 puncte”
 - fiecare dintre cele 2 puncte trebuie ulterior anuntate: “in al doilea rand X, in al treilea rand Y”
3. Argumente
4. Concluzii

(evitati sa mergeti 100% pe structura din scriptele depuse)

NOTAREA STRUCTURII



● **Main Topic** Today's Date

- **• Subtopic #1**
 - Key Point #1
 - Key Point #2
- **• Subtopic #2**
 - Key Point #1
 - Key Point #2

● **Main Topic #2**

- **• Subtopic #1**
 - Key Point #1
 - Key Point #2
- **• Subtopic #2**
 - Key Point #1
 - Key Point #2

▶ II. REPLICA & PROBATIUNEA

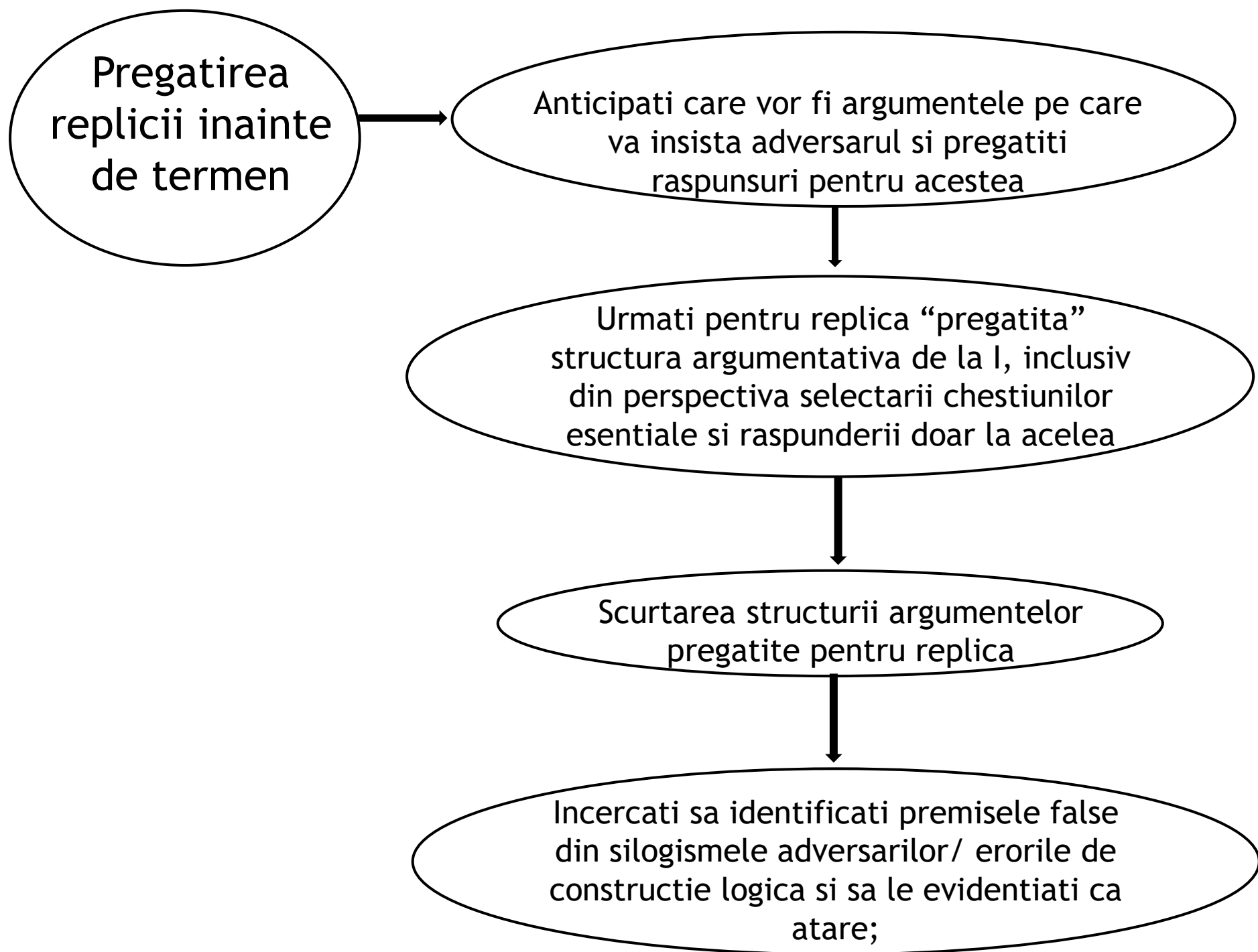
- Continuum cu structura, dar exista particularitati

A. Pregatirea replicii inainte de termen

B. Adaptarea replicii in timpul dezbaterilor

C. Probativunea

▶ II. REPLICA



▶ II. REPLICA

2. Adaptarea replicii in timpul dezbaterilor

- a. Notati schematic sustinerile adversarului, pentru a raspunde apoi doar la lucruri efectiv invocate – CLASH;
- b. Dintre argumentele sustinute, selectati cele la care raspundeti din perspectiva relevantei pentru cauza – Evitati capcanele;
- c. Evitati automatismul de a sustine contrariul si procesati fiecare argument in contextul spetei;
- d. Scurtati lungimea argumentelor;
- e. In cazul argumentelor pe care nu le-ati anticipat, NOTATI structura replicii pe care vreti sa o dati;
- f. Expunere (Argument x- Replica: 1, 2...)

▶ II. PROBATIUNEA

- a. La propunerea probatiunii, obligatoriu expuneti teza probatorie pentru fiecare proba solicitata, insa nu dezbateti fondul;
- b. Structurati fie in functie de mijlocul de proba(80—90%), fie in functie de teza probatorie comuna;
- c. Accentuati diferentele dintre tezele probatorii, atunci cand propuneti mai multe mijloace de proba;
- d. Pozitionare strategica fata de probatiunea propusa de partea adversa- Nu solicitati automat respingerea;
- e. Administrarea probei cu martori: Notati intrebarile pregatite pt martori, astfel incat sa fie precise si concise (cel tarziu in cursul dezbaterilor) – modificare C. proc. civ.;
- f. Adaptati intrebarile la nivelul de impartialitate si “ostilitate” al martorilor propusi de parte adversa;
- g. Interogatoriu – Chiar e util ?!
- h. Ganditi finalitatea intrebarii de la interogatoriu.

The slide features a white background with abstract blue geometric shapes on the left and right sides. The shapes consist of overlapping triangles and polygons in various shades of blue, ranging from light to dark. The text 'Q&A' is centered in a black serif font.

Q&A