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COMMUNICATION IN LAW: HOW TO OVERCOME SOME OBSTACLES

Communication is an essential part of every individual. Good communication skills are vital to a successful, rewarding practice. You need to communicate well with your clients, staff, partners, associates, and other lawyers. A good communication can lead to better understanding and ultimately result in the growth of the individual or the economy. The research *is aimed at* giving some tips for effective communication in law and discussing some barriers in communication that a lot of lawyers face during their work.

It is worth mentioning that good listening skills are crucial for effective legal communication. When clients are listened to, they feel understood and, moreover, they trust lawyers much more. Firstly, the challenge lies in the ability to listen to without any interruption. Secondly, lawyers should not be afraid of controlling the conversation, thus, by giving an answer even before they have fully heard the question. Finally, good listening skills include silence and intuition. You will earn the trust of your clients if you are ready to give any piece of advice – business as well as legal.

There are some cases when ego and attitudes of people also create hindrance for carrying out communication effectively. This then results in poor management and inefficient work. That's why tolerance and openness are of great importance in the process of communication for lawyers. Tolerance is coming up with any people, ideas, and points of view to look at the problem but at the same time trying to keep the track and your own assumptions. By openness we mean the state of being accessible, receptive to other people's arguments. Moreover, it is open-mindedness and frank behavior.

To be successful, a lawyer must be persuasive. Persuasion is important when negotiating, arguing with judges and jury, hiring your staff, and responding to client requests. To be persuasive, you need to be inquisitive and open, so that you understand the audience's thoughts and can give your arguments accordingly. Persuasion skills refer to the talent of changing the attitudes, beliefs, or behaviors of a person or group towards another person, group event, or idea. In a nutshell, persuasion skills mean the ability to make intentional and successful efforts at influencing someone's mental state through written or verbal communication. For lawyers, emotions must be excluded from the communication with their clients. For persuading someone, lawyers must demonstrate their credibility and authority. You should attempt to persuade others of something you can prove or have first-hand knowledge of or experience in keeping some evidences at hand.

A common misconception about the concept of persuasion is that it is the ability to convince your opponents to see things your way. But the best approach is to negotiate and find a mutual solution of the problem. For improving your persuasion skills one must follow some fundamental steps: establish credibility, find common grounds, provide evidence, and connect to your client or interlocutor emotionally.

We should keep in mind the importance of non-verbal communication. Firstly, non-verbal communication helps to understand words better. Secondly, there are certain signals that we tend to show that we have finished speaking as well as we would like to continue communication. Thirdly, personal space is a very important criterion for

non-verbal communication. Finally, eye contact is considered to be key parts for carrying out verbal communication.

Thus, efficient communication acts as a tool of coordination, helps in effective and fluent working of the entire system. Two-way communication increases mutual understanding between lawyers and clients when poor communication can lead to faulty decision.