

**UNIVERSITY OF CUMBRIA  
 COURSEWORK REASSESSMENT REQUIREMENT**

**Module Code: LAWS4110**

**Module Title: Persuasive Presentation and Court Skills**

**Tutor: Lucy Fuggle**

**Title of the item of work: Assessment 2**

**Wordage:**

**Details and Criteria**

With reference to your learning materials:

1. What are the three rhetorical appeals and why are they important in a court room setting?
2. Explain the rationale for stating the ‘why’ before the ‘what’ in principled negotiation techniques.
3. Explain why it is useful for lawyers to be able to “tell stories” in the court room.
4. Some may say court etiquette is outdated, why is it still relevant today?

Aim for 450 words per answer as the questions carry equal weighting.

**Assessment criteria**

The table below provides guidance on the criteria that will be applied by tutors when marking written submissions. There are 5 broad categories. Within those categories, the left-hand column provides examples of the strengths that will gain a good mark and the right-hand column provides examples of the weaknesses that will not! Please note that these are indicative and are not intended as a comprehensive list of every feature that could be in a coursework submission. Please note also that the mark you are awarded reflects the tutor’s overall impression of the coursework submission, based on these criteria. In other words, while you may receive a high mark there will almost certainly still be areas of weakness. Equally, you may receive a low mark but there could still be strengths in your work. You should take note of the feedback, build on your strengths and learn from and minimise your weaknesses.

<b>Strengths</b>	<b>Weaknesses</b>
<b>Knowledge</b> - thorough knowledge of relevant law; issues are clearly identified.	<b>Knowledge</b> - little knowledge of relevant law; issues are not clearly identified.
<b>Understanding &amp; Application</b> - relevant law is accurately applied to the facts (problem questions); relevant policy issues are accurately linked to legal issues (essay questions).	<b>Understanding &amp; Application</b> - relevant law is not accurately applied to the facts (problem questions); relevant policy issues are not accurately linked to legal issues (essay questions).
<b>Analysis &amp; Evaluation</b> - coherent argument supported by relevant evidence; shows clarity of thought; effective and appropriate use of legal authorities or other academic sources to support argument.	<b>Analysis &amp; Evaluation</b> - rambling or incoherent argument unsupported by relevant evidence; lacks clarity of thought; ineffective or inappropriate use of legal authorities or other academic sources to support argument.
<b>Research</b> - effective use of primary sources (cases, statutes, official reports); use of academic journal articles; evidence of wider reading and independent research.	<b>Research</b> - mainly textbook material; little use of primary sources (cases, statutes, official reports); little use of academic journal articles; little evidence of wider reading or independent research.
<b>Structure &amp; Presentation</b> - logical progression of argument; appropriate use of paragraphs and sub-headings; conclusion relates to main body of answer. Clarity of expression; good use of language, grammar, spelling; sources acknowledged, accurate and appropriate referencing; well-presented bibliography	<b>Structure &amp; presentation</b> - lacks logical progression of argument; inappropriate use of paragraphs and sub-headings; conclusion unrelated to main body of answer. Lacks clarity of expression; poor use of language, grammar, spelling; sources unacknowledged, inaccurate or inappropriate referencing; poorly presented bibliography or no bibliography.

**SUBMISSION DATE AS PER STUDENT PORTAL**

*(please tick as appropriate but must be completed)*

To be submitted by **4:00 PM** on **12/08/2022** in accordance with instructions given by the course team. If you are posting your course work

the receipt of postage must be by date and time of submission, you may be asked to present this.

To be submitted through the Virtual Learning Environment (eg. Blackboard / Pebblepad etc.) in pdf format, or in person/by RECORDED DELIVERY to the Programme Administration at the **Fusehill Street Campus** of the University of Cumbria.