

Student Law Office

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Skills exercises - The Dragons Den

It is important that everyone in the firm has enough information on each case to be able to enter into a discussion on the case in future firm meetings.

The purpose of this exercise is to introduce cases to the firm and to get you to think about our cases and clients.

Imagine that the SLO has limited resources to take on cases and that your fellow firm members (the dragons) have control over those resources. Your job is to present your case to the group and either;

- a) try and persuade them that your case is the one they should support for continued representation in the SLO. This is nothing to do with SLO procedure, all the cases are suitable for SLO representation, but you need to persuade the firm that something about your case makes it worth pursuing. It may be that the case is for a worthy client or that the issue it deals with affects a lot of people. It may be a sure fire winner in your view or simply be an excellent case for you to learn on,

OR

- b) Persuade them that either we should or shouldn't represent this client at a final hearing – you decide- just set out to the group at the start what your view is, and then use the case to support your decision.

You will need to start your pitch by summarising your case- none of the dragons have any detailed knowledge of the other cases. You will need to briefly go through the salient facts, the legal basis for the case and the evidence. You will then need to set out your arguments as to why your case should be accepted by the SLO/ Should be represented or not, and then respond to any questions. Your presentation should be about 5 -10 minutes long.

You will also listen to the other presentations and ask questions to try and establish the extent to which you think this case meets what you consider to be the most important aims of the SLO. When listening to the presentations, you may wish to challenge aspects of the case- how strong is the evidence, how well will witnesses present.

Please make full use of the white board, and any other ways in which you can help the group visualise your case- in the past, students have created cartoon

figures, and stuck them on the board, used visual timelines and chronologies, and generally tried to make it more fun.