

25th Annual Labor Arbitration Conference
Schmidt Center for Labor Relations
University of Rhode Island

OPENING STATEMENTS & BRIEF WRITING: AN ARBITRATOR'S PERSPECTIVE
(or How to Persuasively Argue Your Case Orally or in Writing)

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INTRODUCTION: What are we doing here?

1. Open mouth insert _____
2. How to unleash a y_____
3. To Brief or not to Brief? That is not the question!
4. Whose story is this anyway?
5. Lots of Dos
6. A Few Don'ts
7. Edit, Edit, Edit
8. Same but different - Edit, Edit, Proof
9. A quick word on Reply Briefs.
10. In the end it's all about Abe Lincoln