

**Adopted Learning Outcomes  
NSU College of Law  
May 2016**

*Students completing this instructional offering are expected to:*

**(Core 1-10)**

1. Demonstrate a knowledge of substantive legal doctrine fundamental to this course (e.g., case law, legal concepts, legal principles, regulations and statutes).
2. Identify legal issues and apply legal reasoning and analysis to solve problems in a logical and structured manner to issues covered in this course.
3. Communicate orally or in writing, or both, the legal reasoning and analysis regarding issues covered in this course.
4. Research legal issues thoroughly and efficiently.
5. Demonstrate a proficiency in reading critically the materials assigned for this course.
6. Understand the obligation to adhere to the values of the legal profession (e.g., (1) providing of competent representation, (2) striving to promote justice, fairness, and morality, (3) striving to improve the profession, and (4) engaging in professional self-development).
7. Demonstrate ethical and practical judgment and active listening skills in communications (e.g. with clients, attorneys, and related parties).
8. Use technology to meet ethical duties of the legal profession (e.g. to address duties of confidentiality for all communications, to fulfill filing and other judicial obligations, and to keep abreast of technologies that affect accuracy of information provided to clients).
9. Anticipate, recognize and resolve obligations ethically.
10. Demonstrate self-directed learning practices for life-long learning.

**(Additional Competencies 11-32)**

11. Demonstrate commitment and engagement when providing legal services.
12. Demonstrate creativity and innovation when providing legal services.
13. Use stress management techniques.
14. Develop business development skills, (e.g. attracting clients, retaining clients, entrepreneurship, networking, mentoring, and business development skills.)

15. Demonstrate effective client counseling when providing legal services.
16. Demonstrate effective negotiation strategies and styles appropriate for client representation.
17. Demonstrate cultural competency and cultural empathy.
18. Demonstrate effective team participation (e.g., collaboration, management, and support).
19. Demonstrate factual investigation, interviewing, and questioning skills.
20. Demonstrate public communications skills.
21. Demonstrate the following pre-trial litigation skills: drafting of pleadings, discovery, motion practice.
22. Demonstrate the following trial litigation skills: witness examination, strategic use of evidence, developing and delivery opening statements and closing arguments.
23. Demonstrate the following appellate litigation skills: understanding the appellate process, effective brief writing, effective oral argument.
24. Demonstrate transactional planning and drafting skills (e.g., effective use of written communications to clients or third parties, completion of closing documents, and creation of contracts or other documents that effectively translate deal terms or intent).
25. Demonstrate the skills, strategies and procedures used in transactional practice (e.g. due diligence, risk management, client counseling and problem solving through drafting).
26. Demonstrate the skills, strategies and procedures used in mediation.
27. Demonstrate effective organization and management of legal work.
28. Demonstrate strategic planning skills.
29. Demonstrate effective process management skills (e.g. time management, project management, and organization of work product, including one's own work, the work of staff, and the work of colleagues).
30. Demonstrate quantitative literacy (e.g., accounting and finance reporting, statistical reporting, and competency to apply basic finance principles).
31. Demonstrate the ability to see the world through the eyes of others.
32. Demonstrate client relationship, management, and stewardship proficiency.