

COMMUNICATION AS A PERSONAL NETWORKING SKILL FOR LAWYERS

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We communicate as naturally as we use the body's function as respiration, so we don't think about how it happens. The need to understand the process of communication, both what has already happened and what should happen, arises only in cases where it is associated with the solution of a problem. Individuals for whom communication is a leading type of activity (managers, lawyers, teachers, etc.) can not afford to ignore the specifics and problems of various kinds of communication. The concept of professional communication has a broad and narrow meaning. In the first case, it can be defined as communication skills and qualities inherent in a professional, in contrast to the amateur. A professional is considered in this case as a person who has significant experience and high professional standards. In a narrow sense, professional communication has certain features characteristic of a particular profession.

- Professional communication is an important tool and condition for solving the tasks of a certain professional activity. If outside the activity people are guided by personal motives, then during professional communication the goal is determined by the nature and needs of professional activity. In addition, in the psychological literature there are often two types of communication:

- 1) informal,
- 2) more formal.

- Business communication is characterized by the fact that its purpose is determined by the tasks of a particular type of substantive activity - production, service, research, etc. In our opinion, the concept of "business communication" is broader than the concept of "professional communication". Focusing on the selected E. Rudensky structural components of the communicative process, we can summarize the characteristics of legal communication as an important skill for intercultural networking:

- the subject of legal communication is a common cause and the attitude of the participants to it;
- the need for legal communication is determined by the necessity to solve problems and negotiate;
- the motives of legal communication are the interests of the case;
- the purpose of legal communication is to solve professional and social problems.

Psychological contact in legal activity is a manifestation by a lawyer and a client of mutual understanding and respect for goals, interests, arguments, proposals, which lead to mutual trust and assistance to each other.

During the assessment there is an external perception of each other, the formation of the first impression, which is based on the perception of the external image of a person, his/her expressive reactions (gait, posture, gestures, facial expressions, etc.), language and

voice. Already in the process of mutual evaluation between people there is sympathy or antipathy (usually they are formed on a subconscious level). The development of contact continues, of course, only in the presence of a positive attitude towards each other, i.e., when there is mutual sympathy.

To conclude, according to Cambridge dictionary, networking is the activity of meeting people who might be useful to know, especially in your job. Apparently, a communication skills development is of great value for layers.

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