

AI Rehearsal for Witness Examination and Negotiation

Rehearse questions, listening, and strategy before a high-pressure professional exchange, with virtual witnesses and counterparts that answer according to what you ask.

Reading the file is not the same as having asked the question.

Virtual witnesses and counterparts for direct and cross-examination, preparatory interviews, and negotiations. The witness answers according to the questions asked; the counterpart has interests and an agreement range defined in the case. Participants test a line of questioning or a negotiation strategy, review unresolved points and missed opportunities, and try another approach. Cases are tailored to the jurisdiction and the learning goal; AI output never replaces the case file, procedural rules, or professional judgment.

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CRITERIA OBSERVED IN
EVERY REHEARSAL

AI

WITNESSES AND
COUNTERPARTS
THAT REACT

40+

LANGUAGES, ONE
STANDARD

THE PROBLEMS WE SOLVE FOR LAW FIRMS, IN-HOUSE LEGAL TEAMS, AND COMPLIANCE FUNCTIONS

01 — EXAMINATION WITHOUT REHEARSAL

The first time the question is asked is in the hearing

Lines of questioning are prepared on paper and tested on a real witness. A virtual witness whose answers depend on the questions lets lawyers try, fail, and refine the sequence before it counts.

02 — NEGOTIATING BLIND

Interests, alternatives, and limits of the other side are guessed, not tested

Counterparts with defined interests and agreement ranges let participants test offers, concessions, and timing, and see where a strategy breaks.

03 — TRAINING THE NEXT GENERATION

Trainees learn examination and negotiation by watching, rarely by doing

Young lawyers get few chances to practice before real responsibility. Rehearsals with supervision and debriefing give them repetitions, feedback, and a record of progress.

TARGET AUDIENCE

Litigators, arbitration and dispute-resolution teams, in-house counsel managing disputes and transactions, compliance and internal-investigation professionals conducting interviews; trainees and associates in law firms; bar and professional-training organizations.

FORMAT

Online, in the classroom, or in immersive rooms, without headsets. Rehearsals with virtual witnesses and counterparts; recordings and transcripts; debriefing and supervision defined by practitioners. Jurisdiction, role, stage, case materials, and language are configurable. Confidentiality safeguards for real case data are set with you. Integrated with your learning platform.





INSIDE THE SOLUTION

Ask. Listen. Adjust. Then try another approach.

- 01 Prepare the case**
Facts, sources, objectives, procedural constraints, and the possible responses of the witness or the counterpart.
- 02 Conduct the rehearsal**
Questions, listening, inconsistencies and objections, strategy adjusted in real time. Four criteria: relevance and sequence of questions, listening and follow-up, handling of inconsistencies and objections, fit between strategy, ethics, and applicable rules.
- 03 Review and repeat**
Sequence, wording, missed opportunities, consequences; then another approach, with the same witness or a different one.
- 04 Witness or negotiation**
The same setup runs a direct or cross-examination, a preparatory interview, or a negotiation with interests and agreement ranges defined in the case.

WHAT YOU GET

Virtual witnesses

Answers that change with the questions asked.

Negotiation counterparts

Interests and agreement ranges defined in the case.

Recorded rehearsals

Sequence and wording reviewed in the debriefing.

Supervised practice

Debriefing and supervision defined by your practitioners.

Start with one case

Choose one practice group and one upcoming matter, anonymized or reconstructed. We build the virtual witness or counterpart, three lawyers rehearse for two weeks under supervision, and we review together what changed in sequence, wording, and strategy.

WORKS WITH PUBLIC SPEAKING

The same AI-driven counterparts serve Public Speaking and Effective Communication: the hearing, the client meeting, and the negotiation can be rehearsed as one sequence.

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CONTACT

Danils Vanags
danils@logosnet.org

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