Abstract
Currently, because of its analogous structure to the argumentative discourse - an opening, an evidence production period, and a closing- the oral proceeding is in itself considered argumentative discourse, which is made up, in turn, of a thesis, arguments, and a conclusion; therefore, it is strictly necessary to prepare it as such. Besides, it is necessary to speak persuasively so that the court members become convinced that the view of the facts presented is the correct one. For this reason, the discourse must not only be entertaining or interesting, but also it must give the listeners the impression that it is the most reliable and that the interpretation of the law is the fairest and most appropriate. Among the skills that can be relied on and are essential in oral proceedings are those of persuasion and argumentation. These will help make the discourse more attractive, with which it will be possible to explain what happened, why it happened, why this particular version must be believed, and why it is certain.

Keywords
Persuasion, Argumentation, Effective communication.