

Direct & Cross-Examination Skills Workshop

Master the art of examining a witness

Worried that your star witness will manifest the “deer in the headlights” look when asked a tough question? How about the “fish out of water” moving lips as he struggles for a credible answer? Nervous that your killer cross-examination question will die a quick death? Fear no longer, we have assembled a panel consisting of pit bull killers, polite assassins, polite destroyers, and professional, polite, yet still effective examiners to teach you the tricks of the trade.

Who are the most important people at a trial? No matter that lawyers think that they “win or lose,” it is the testimony of the witnesses that ultimately determines the outcome. The examination of witnesses is a key component of a winning strategy.

The presentation of testimony is not to be taken lightly. It should be the product of careful planning, thorough preparation, and stylish execution. Anyone can improve his or her skills through practice and hard work.

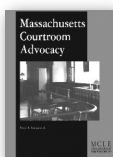
Our distinguished panel demonstrates how your personality and style can be molded to develop the skills that will aid you to become more effective in Court. You do not have to change your style to become successful, no matter whether you are ultra-aggressive, or a low key professional. Your personality can be utilized in a powerful manner to present your case in the best light.

The esteemed faculty members teach the subjects through lectures, discussions, and model direct and cross-examinations of witnesses in a civil action, a medical malpractice case, and a criminal trial. The program is capped with a view from the bench from currently sitting justices.

Agenda and written materials

- ▶ Counseling Your Witness on Preparation, Communication, and Dos and Don'ts In and About the Courtroom
- ▶ Preparing Yourself and the Witness for Direct Examination
- ▶ Teaching Witnesses the Pitfalls of Cross-Examination
- ▶ Organizing Materials for Cross-Examination
- ▶ Planning Your Cross-Examination
- ▶ Styles of Cross-Examination
- ▶ To Redirect or Not?
- ▶ “Ask the Experts” Q&A Session

Take this program and get this book—a \$165 value—FREE!



Massachusetts Courtroom Advocacy

Massachusetts Courtroom Advocacy teaches you the tips, effective strategies and useful, practical techniques you need to advocate for your client in court. Featured are chapters on mediation and arbitration advocacy; jury matters; and extensive guidance on damages, as well as a chapter devoted to criminal practice. With a highly practical focus and incisive analysis of trial practice issues, this handbook is an essential resource for any Massachusetts litigator at any stage of his or her courtroom career.

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BOSTON

9:30 a.m. – 4:30 p.m.,

Monday, June 15, 2015

MCLE Conference Center,

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Program No. 2150306P01

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