

# **ADVANCED CROSS-EXAMINATION**

## **How to Dominate a Courtroom**

### **Registration and Coffee**

### **Welcome and Introduction**

### **The Power of Leading Questions**

- Forming questions to achieve control
- Avoiding the seven enemy words
- Training witnesses to say yes

### **Controlling Witnesses One Fact At A Time**

- Shaping juror's perceptions of the facts
- Using simplicity to block escape
- Fixing the vague question

### **Goal Oriented Questioning Sequences**

- Encouraging truthful responses
- Putting facts into persuasive order
- Blocking witness evasions

### **Morning Break**

### **Chapter Method of Cross-Examination**

- Dividing cases into understandable parts
- Why one question is not a chapter
- Using facts to change credibility

### **Using Primacy and Recency to Create Interest**

- Persuasion through phraseology
- Telling jurors what's important
- Breaking the wasted words habit

### **Lunch Break**

### **Page Preparation for Cross-Examination**

- Preparation for instant impeachment
- How to organize cross
- Keep track of direct exam

### **Cross-Examination Sequences**

- Putting chapters into persuasive order
- Changing the rules of admissibility
- Keeping dishonest witnesses off balance

### **Loops, Double Loops, Spontaneous Loops**

- How to emphasize your key facts
- Making hostile witnesses adopt your description
- Beating witnesses with their own words

### **Afternoon Break**

### **Trilogies**

- Expressing theme phrases in trilogies
- Using cross-examination trilogies in opening and closing arguments
- Making the best facts more memorable

### **Controlling the Runaway Witness**

- 20 methods of controlling the combative witness
- Psychological principals that establish control
- Punishing the non-responsive answer

### **Adjournment**