

POZNER ON CROSS

ADVANCED TECHNIQUES USING THE CHAPTER METHOD

Larry Pozner's Advanced Cross-Examination using the Chapter Method is an amazing course for all litigators. Larry has presented his Cross-Examination seminars more than 400 times throughout the U.S. and Canada.

He will go through all the important facets of Cross to help you: dominate, train witnesses, shape juror's perceptions, put facts in the best context, derail an opposition, and ultimately win cases.

You will learn the power of leading questions and how to use them, control witnesses, one fact at a time, and use and create goal-oriented questioning sequences that block escape. All this, and much, much more! At the end of the day, you will have the confidence to confront complexities head on.

PROGRAM AGENDA

9:00-10:30 AM

I. PRINCIPLES OF ADVANCED CROSS-EXAMINATION

- ▶ Why cross is more helpful than direct
- ▶ Building our cases around cross
- ▶ Making our theory dominate our opponent's theory
- ▶ Creating witness anxiety to compel honesty

II. THE ONLY 3 RULES OF CROSS

A. USING THE POWER OF LEADING QUESTIONS

- ▶ Forming questions to achieve control
- ▶ Training witnesses to say yes
- ▶ Keeping the cross about our best facts
- ▶ Allowing jurors to see our points

B. CONTROLLING WITNESSES ONE FACT AT A TIME

- ▶ Shaping jurors' perceptions of the facts
- ▶ Putting facts into persuasive order
- ▶ Painting pictures that channel deliberations
- ▶ The science of sentence construction

10:30-10:45 AM NETWORKING BREAK

10:45-11:00 AM QUESTIONS / DISCUSSION

11:00 AM-12:00 PM

C. LOGIC AND STORY TELLING

- ▶ Creating memorable narratives
- ▶ Focusing the jury on our theory
- ▶ Using logic to drive our desired inferences

12:00-1:00 PM LUNCH

1:00-1:45 PM

III. THE CHAPTER METHOD OF CROSS-EXAMINATION

- ▶ Breaking cases into understandable parts
- ▶ Putting facts into our best context
- ▶ Recognizing events valuable for cross-examination
- ▶ How the Chapter Method derails the opponent's presentation

1:45-2:30 PM

IV. PAGE PREPARATION OF CROSS-EXAMINATION

- ▶ Scripting our cross by chapter
- ▶ Keying in exhibits and foundations
- ▶ Preparation for instant impeachment

2:30-2:45 PM NETWORKING BREAK

2:45-3:00 PM QUESTIONS / DISCUSSION

3:00-3:45 PM

V. USING DEMONSTRATIVE AIDS IN CROSS

- ▶ Timelines that tell our story
- ▶ Making documents interesting
- ▶ The magic of Velcro

3:45-4:30 PM

VI. CONTROLLING THE RUNAWAY WITNESS

- ▶ 20 methods of controlling the combative witness
- ▶ Psychological principles that establish witness control
- ▶ Punishing the non-responsive answer
- ▶ Taking advantage of the too-talkative witness

4:30 PM ADJOURN

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THE CHAPTER METHOD

GAME CHANGING CROSS-EXAMINATION TACTICS

REGISTRATION

THERE ARE 3 WAYS TO REGISTER

- 1 ONLINE AT HCCLA.ORG/CHAPTERMETHOD
- 2 MAIL THIS FORM & PAYMENT TO:
HCCLA / PO BOX 924523 / HOUSTON TX 77292
- 3 FAX TO 713.869.5051

CONTACT INFORMATION

NAME _____

BAR NUMBER _____

ADDRESS _____

EMAIL _____

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PAYMENT FEE \$250

CHECK PAYABLE TO HCCLA CREDIT CARD

CREDIT CARD NUMBER _____

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CVV _____

NAME ON CARD _____

SIGNATURE _____

