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Masters in Litigation

Sponsored by the Litigation Section of the State Bar of Michigan

Masters in Litigation: Pozner on Cross: Advanced Techniques Using the Chapter Method

The Inn at St. John's, Plymouth, 03/26/19, 8:30am-4:30pm

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Prices guaranteed until 03/26/19. CANNOT combine discounts. ¹Must attend seminar to receive materials. Seminar materials are not available for purchase from ICLE. ²Consult your Partnership agreement for details. **Complete Seminar Policy:** www.icle.org/info/seminarpolicies. **Cancellation Policy:** For a full refund, notify ICLE by 03/12/19. Registrants who cancel after that date will be charged a \$25 cancellation fee. No refunds will be issued after 03/19/19. **Persons with Disabilities or Dietary Restrictions:** For special arrangements, please contact ICLE no later than seven days before the seminar.

Pozner on Cross: Advanced Techniques Using the Chapter Method

MARCH 26, 2019
The Inn at St. John's, Plymouth

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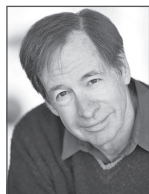
The State Bar of Michigan • The University of Michigan Law School • Wayne State University Law School • University of Detroit Mercy School of Law • Western Michigan University Thomas M. Cooley Law School • Michigan State University College of Law

Become a Master of Cross-Examination

Sponsored by the Litigation Section of the State Bar of Michigan

Mastering the science of cross-examination is essential for the skilled litigator. Veteran trial attorney and author Larry Pozner teaches the key elements of effective cross: how to factually dominate the trial with substance, train witnesses, shape jurors' perceptions, put facts in the best context, derail opposition, and ultimately win cases. Focus on the power of leading questions, how to control witnesses one fact at a time, and goal-oriented questioning sequences that block escape.

Contributor



Larry
Pozner
*Kailua-Kona,
HI*

Attend and Learn to:

- Maximize the effective use of cross-examination
- Utilize the power of leading questions
- Control witnesses and shape jurors' perceptions
- Construct memorable narratives
- Master the Chapter Method and put facts into persuasive order
- Create goal-oriented question sequences

SBM | LITIGATION SECTION
STATE BAR OF MICHIGAN

With over 2,000 members, the Litigation Section is one of the largest practice sections of the State Bar of Michigan. The Section seeks to assist litigators and improve litigation practice through publication of its newsletter and sponsorship of educational programs like *Masters in Litigation*. With ICLE's section discount, savings for Section members nearly exceed the Section dues for the entire year. For information on how you can join the Litigation Section, go to www.michbar.org.

Schedule (Registration and Continental Breakfast Start at 8:30am)

March 26, 8:30am–4:30pm **Level:** Intermediate **CLE:** 5.75

- 9:00am** Principles of Advanced Cross-Examination
why cross is more helpful than direct • constructing our cases around cross • how our theory dominates our opponent's theory • creating witness anxiety to compel honesty
- 9:40am** The Only Three Rules of Cross
using the power of leading questions • forming questions to achieve control • training witnesses to say yes • keeping the cross about our best facts • assisting jurors to see our points • controlling witnesses one fact at a time • shaping jurors' perceptions of the facts • putting facts in persuasive order • painting pictures that channel deliberations • the science of sentence construction
- 10:30am** Questions and Answers
- 10:45am** Networking Break
- 11:00am** Logic and Storytelling
creating memorable narratives • focusing the jury on our theory • using logic to drive our desired inferences
- 12:00pm** Lunch on Your Own
- 1:15pm** The Chapter Method of Cross-Examination
recognizing events valuable for cross-examination • breaking cases into stories • building context for our best facts • using our chapters to derail the opponent's presentation
- 2:00pm** Page Preparation of Cross-Examination
scripting our cross by chapter • keying in exhibits and foundations • preparation for instant impeachment
- 2:45pm** Networking and Refreshment Break—Sponsored by the Litigation Section of the State Bar of Michigan
- 3:00pm** Using Demonstrative Aids in Cross
timelines that tell our story • making documents interesting • the magic of Velcro
- 3:45pm** Control 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
- 4:30pm** Adjourn