



# Cross Examination Handbook: Persuasion Strategies & Techniques (Aspen Coursebook)

*Ronald H. Clark, William S. Bailey, George R. Dekle*

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**Cross-Examination Handbook** teaches students the skills and strategies behind planning and conducting a persuasive cross-examination. Step-by-step instruction and outstanding examples from illustrative trials inform; two criminal and two civil case files, along with role-play assignments, give students practice actually planning and executing a cross-examination.

## **The Cross-Examination Handbook: Persuasion, Strategies, and Techniques:**

- **preparing a winning cross-examination:** select and shape your content, get the answers you want, and impeach the adverse witness
- **developing winning techniques and strategies:** handle problematic witnesses and cross-examine expert witnesses
- **learning by example strategies and techniques in practice:** the O.J. Simpson trial, the John Scopes trial, the Senator Stevens trial, the Enron trial and the Ted Bundy trial
- **understanding the ethical and legal boundaries of cross-examination:** skills training for law school classes and CLE workshops

## **Summary of Contents**

- Ch. 1. Introduction to Book and Website
- Ch. 2. Purposes of Cross: Build, Preserve, Demolish
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- Ch. 4. Constructing the Cross: Your Chance to Testify
- Ch. 5. Impeachment Cross: Reliability
- Ch. 6. Impeachment Cross: Report
- Ch. 7. Impeachment Cross: Reporter
- Ch. 8. Character and Conduct in Trial
- Ch. 9. Witness Control: Strategies and Techniques
- Ch. 10. Preparing the Winning Cross-Examination
- Ch. 11. Cross-Examining Expert Witnesses
- Ch. 12. Forgetters, Perjurers, Adverse Witnesses, Deponents and More
- Ch. 13. Ethical and Legal Boundaries of Cross
- Ch. 14. Cases and Assignments

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