

CONTENTS

Preface, xi

Acknowledgments, xiii

Chapter One Trial Strategies and Basics, 1

Six Factors Influencing the Outcome of a Trial, 2

Eight Qualities of Great Trial Lawyers, 3

Bench versus Jury Trials, 21

The Trial Process, 21

The Trial Notebook, 23

Study Questions for Focus Group Video Clips from *Scruggs v. Snyder*, 26

Chapter Two Voir Dire, 31

Strategies for Voir Dire, 32

The Basics of Federal Court Voir Dire, 34

Challenges for Cause and Preemptory Strikes, 36

Prohibitions, 37

Jury Questionnaires and Consultants, 38

Voir Dire in a Criminal Trial, 38

Voir Dire in a Civil Trial, 47

Answers to Voir Dire Problems, 57

Study Questions for Voir Dire Video Clip of *Scruggs v. Snyder*, 62

Chapter Three Opening Statement, 65

The Underrated Importance of the Opening Statement, 65

The Basics, 74

The Ten Steps of Preparing a Powerful Opening Statement, 77

How to Deliver an Opening Statement, 93

Seven Steps to Overcoming Courtroom Fears, 97

The Six Don'ts of Opening Statements, 100

Examples of Themes, 106
Analysis of Prosecution's Opening Statement in *U.S. v. McVeigh*,
110
Analysis of Defendant's Opening Statement in *U.S. v. McVeigh*,
121
Study Questions for Opening Statement Video Clips from *People
v. Simpson*, 129

Chapter Four Direct Examination, 135

Strategies, 136
Techniques, 146
Organization and Style of Direct Examination, 155
How to Prepare Direct Examination, 161
Difficult Problems on Direct Examination, 164
Redirect Examination, 171
Common Mistakes on Direct Examination, 176
Expert Witness, 179
Analysis of Direct Examination (Joseph Hartzler) from *U.S. v.
McVeigh*, 185
Study Questions for Direct Examination Video Clips from *People
v. Simpson*, 194

Chapter Five Cross-Examination, 201

Three Myths about Cross-Examination, 201
The Basics of CLIPS, 203
Creating an Outline, 210
How to Ask Questions, 214
Impeachment with Prior Inconsistent Statements or Omissions,
222
Logical Reasoning and Progression of Questions, 228
Control of the Hostile Witness, 232
Expert Witness, 237
Analysis of Cross-Examination from *Goldman v. Simpson*, 239
Study Questions for Cross-Examination Video Clips from *People
v. Simpson*, 251

Chapter Six Closing Argument, 257

The Overrated Importance of Closing Argument, 257

The Basics, 258
Eight Steps to a Successful Closing Argument, 266
The Three Don'ts of Closing Argument, 276
Rebuttal Argument, 279
Analysis of Closing Arguments in *People v. Simpson* and *Goldman v. Simpson*, 286
Study Questions for Closing Argument Video Clips from *People v. Simpson*, 303

Chapter Seven Exhibits and Objections, 311

Three Types of Exhibits, 312
Majority of Exhibits Easily Admitted, 313
Laying the Foundation, 314
The Six Steps for Getting Exhibits Admitted, 314
The Right Witness, 319
Bench Memos, 320
Examples of Admitting Real and Illustrative Exhibits, 321
Persuasive Aids, 347
Examples of Persuasive Aids, 347
Objections to Exhibits and Testimony, 353

Chapter Eight Conclusion, 359

Appendix One: Background for *People v. Simpson*, 363
Appendix Two: Background for *U.S. v. McVeigh*, 369
Appendix Three: DVD Menus, 373
Appendix Four: Sample Newspaper Ad and Focus Group
Questionnaire, 377
Appendix Five: Federal Rules of Evidence, 387

Index, 415

About the Author, 425