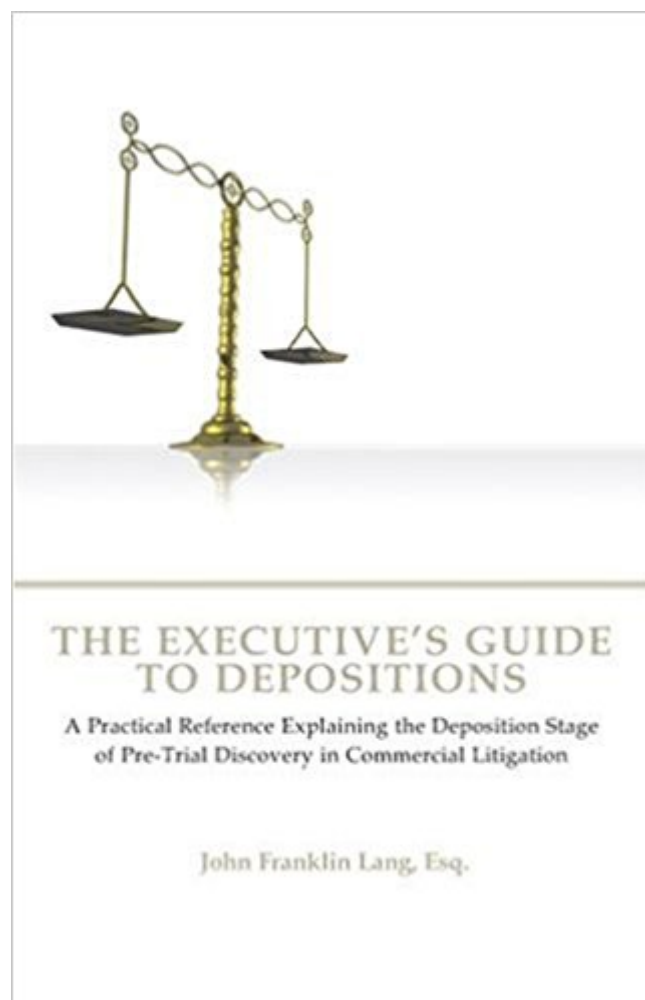


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The Executive's Guide To Depositions: A Practical Reference Explaining The Deposition Stage Of Pre-Trial Discovery In Commercial Litigation





Synopsis

The Executive's Guide to Depositions is a field manual for executives facing depositions in commercial cases. It is an indispensable treatise for anyone, including corporate counsel and educators, in need of an in-depth understanding of the strategies underlying taking and defending depositions. Written by an attorney with a broad range of litigation experience, the guide offers prospective deposition witnesses practical advice regarding maximizing value from counsel and minimizing witness expense and inconvenience. After previewing the content and style of typical deposition questioning, the guide surveys approaches to preparing for deposition testimony, including developing effective communication techniques, avoiding common witness pitfalls, and handling loaded questions. The guide comprehensively examines issues regarding protecting confidential information, recognizing attorney conflicts of interest, giving expert testimony, testifying at a videotaped deposition, and accommodating disabilities. The emphasis of the guide is on empowering witnesses, through case-focused preparation with qualified counsel, to testify accurately and convincingly, notwithstanding rigorous cross-examination by the opposition's attorney. About the Author John Franklin Lang, Esq. is a highly experienced litigator whose national practice includes litigation of commercial, tax, securities, and trusts and estates matters. He has also represented executives and corporations that were witnesses, complainants, or subjects in government investigations. He has been lead attorney in the trial of dozens of civil and criminal cases before state and federal juries. He is a partner in the New York office of the law firm of Loeb & Loeb LLP, where he also serves on the firm's Pro Bono Committee and is a founder of the firm's Child Advocacy Program.

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Customer Reviews

Full of practical advice.

You wouldn't pitch a client or close a deal unprepared. Likewise, diligent preparation can make a huge difference in your performance as a deposition witness, and thereby may strongly affect the outcome of a case or the size of a settlement. As John Lang's helpful reference book makes clear, some of the keys to optimal performance are intelligent preparation, careful strategizing with counsel, and understanding how civil discovery works. The author deploys his considerable litigation experience and numerous examples to help you understand the deposition process, and he shows you how to most effectively influence the ways it is likely to unfold in your case. He also provides useful tips for maximizing the value you receive for those fees you pay for litigation lawyers. Come to think of it, those lawyers would do well to read this book, too.

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