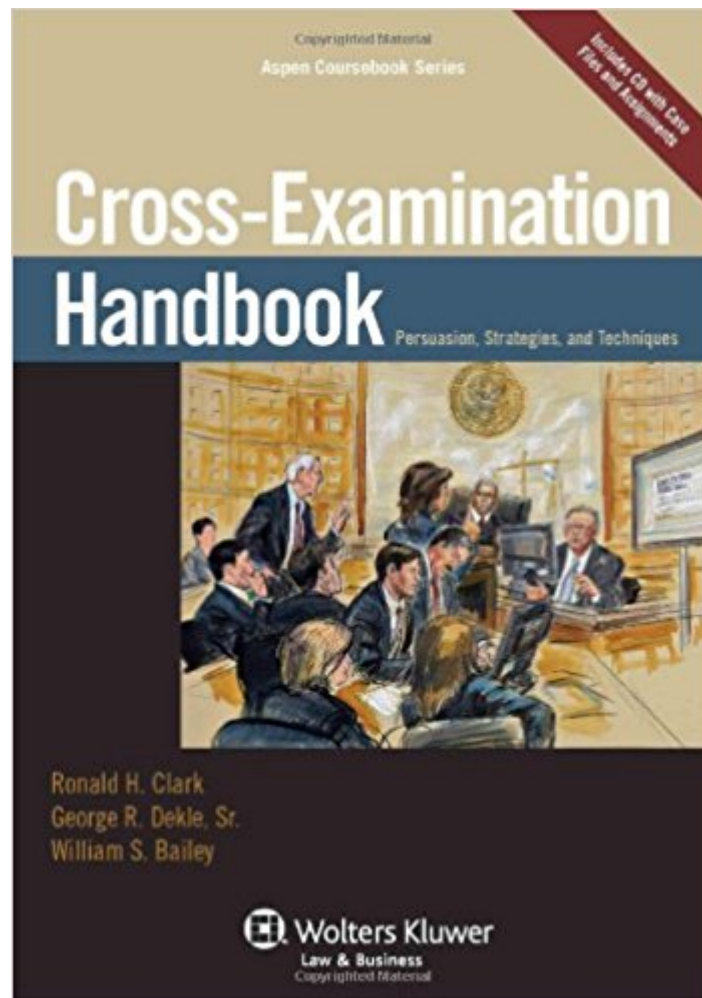




The book was found

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



Synopsis

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 Ch. 3. The Content and Concession-Seeking Cross 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

Book Information

Series: Aspen Coursebook

Paperback: 1058 pages

Publisher: Aspen Publishers; Pap/Com edition (December 7, 2010)

Language: English

ISBN-10: 0735598436

ISBN-13: 978-0735598430

Product Dimensions: 9.8 x 6.9 x 0.9 inches

Shipping Weight: 1.5 pounds

Average Customer Review: 4.3 out of 5 stars 32 customer reviews

Best Sellers Rank: #740,742 in Books (See Top 100 in Books) #156 in Books > Law > Rules & Procedures > Trial Practice #738 in Books > Law > Criminal Law > Criminal Procedure #752 in Books > Law > Rules & Procedures > Civil Procedure

Customer Reviews

This book has great examples. However they are very short and very few. It has too much fluff. For the price, I expected more. They could have made this book about 75 pages and only \$10.

A useful text book to review cross examination. For litigators, it is a great book to Polish your skills.

I like this book and the insight it gives regarding the various cross-examination techniques. There are nice examples as the book walks through each section and topic illustrating their different styles and methods.

Not what I expected. Was not very useful to me.

Quite a good read for students and practitioners alike..this book is a very good aid for lawyers from any jurisdiction of the world..very good textbook.

Cross-Examination Handbook is a good book for those who does not have any trial experience. However, the contents of this book can be summarize in at least 100 pages without losing its substance.

i was looking for a guide that gets right to the nuts and bolts of cross-examination. this is not it. it contains a smattering of substance but you have to work through the filler to get it. seems like a power point presentation translated into book form. more of a academic guide than a tool for the everyday practitioner. could be cut 60% in pages and not lose any of its substance.

A much needed addition to trial literature, this book should be in every lawyer's library. The reason is that this book tackles the many difficult problems that arise on cross---but unlike other books---this one clearly explains how to overcome them. For example, if you have ever been afraid of what to do when the witness continuously lies by answering "I don't know" or "I don't remember" to simple questions, this book will succinctly explain the problem and give you the steps to solve it. Also, unlike other books, the authors rightly believe that the success of a good cross is the result of not only good technique but also having a comprehensive trial strategy that links the themes in your opening and closing arguments with your themes on cross. It is one thing to prove that a witness is mistaken or has a bad memory, but is quite another thing---and much better---to show the jury why it

matters. The book begins by explaining how to build a case theory from the facts you have. Then, you are taught how to use the theory and facts you have to prepare a cross. Throughout the book there are handy checklists to help you remember what you need to do. For example, there is a checklist that shows you how to find your case theory, analyze your opponent's case and then create a cross of a key witness based on what you have decided. By the end of the book, you have learned how to cross expert witnesses, argumentative witnesses, biased witnesses, and any other type you are likely to come across at trial. This book delivers all the skills and strategy you need in a very entertaining and authoritative manner.

[Download to continue reading...](#)

Cross Stitch: Learn Cross Stitch FAST! - Learn the Basics of Cross Stitch In No Time (Cross Stitch, Cross Stitch Course, Cross Stitch Development, Cross Stitch Books, Cross Stitch for Beginners)
Cross Examination Handbook: Persuasion Strategies & Techniques (Aspen Coursebook) The Art of Persuasion for Mutual Benefit: The Win-Win Persuasion (persuasion techniques, influence people, psychology of persuasion) Persuasion: The Key To Seduce The Universe! - Become A Master Of Manipulation, Influence & Mind Control (Influence people, Persuasion techniques, Persuasion psychology, Compliance management) Cross Stitch: Learn How to Cross Stitch Simple and Easy Pictures, Patterns, and Shapes - CROSS STITCH (Cross-Stitch, Needlework, Needlepoint, Embroidary, ... Hobbies and Home, Cross-Stitching, Crochet) Aspen Handbook for Legal Writers: A Practical Reference [Connected Casebook] (Aspen Coursebook) Aspen Handbook for Legal Writers: A Practical Reference, Third Edition (Aspen Coursebook Series) Persuasion: Psychology of Selling - Secret Techniques To Close The Deal Every Time (Persuasion, Influence) Persuasion: Dark Psychology - Techniques to Master Mind Control, Manipulation & Deception (Persuasion, Influence, Mind Control) Persuasion: How To Influence People - Ninja NLP Techniques To Control Minds & Wallets (Persuasion, Influence) Manipulation: Proven Manipulation Techniques To Influence People With NLP, Mind Control and Persuasion! (Persuasion, Mind Control, Influence People) Persuasion: Influence People - Specific Words, Phrases & Techniques to Unlock People's Brains (Persuasion, Influence, Communication Skills) Negotiation Techniques: Essential Strategies and Techniques Needed for Persuasion and Influence Legal Writing & Analysis, 3rd Edition (Aspen Coursebook) (Aspen Coursebooks) Seidel's Physical Examination Handbook, 8e (Mosby's Physical Examination Handbook) Basic Legal Research: Tools and Strategies [Connected Casebook] (Aspen Coursebook) Basic Legal Research: Tools and Strategies, Fifth Edition (Aspen Coursebook) Basic Legal Research: Tools and Strategies (Aspen Coursebook Series) The Art of Advocacy: Briefs, Motions, and Writing Strategies of America's Best Lawyers (Aspen Coursebook) Trial

Techniques and Trials (Aspen Coursebook)

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)