

Contents

Acknowledgments	xi
About the Author	xv
 <i>Chapter 1</i>	
Introduction	1
 <i>Chapter 2</i>	
The Purpose of This Book	7
A. The System	7
B. Change Your Thinking	8
C. What Will We Say, to Whom, and How?	11
1. What Are We Going to Say?	11
2. To Whom Are We Going to Tell Our Story?	11
3. How Are We Going to Say What We Have to Say? ..	13
 <i>Chapter 3</i>	
A Brief Interlude	17
 <i>Chapter 4</i>	
An Early Cross-Examination: Susanna and the Elders	23
 <i>Chapter 5</i>	
The Bad, the Ugly, and the Good	25
A. The Bad News	25
1. The Witness	25
2. The <i>Perry Mason</i> Syndrome	26
3. Old School Cross-Examination	28
B. The Ugly News	31
C. The Good News	36
 <i>Chapter 6</i>	
Three Miscellaneous Considerations	39
A. The Purposes of Cross-Examination: Looking Good	39
B. Three Housekeeping Rules	44
C. Primacy and Recency	47

Chapter 7

The System, Part I: “Short” 65

- A. Three Reasons to Be Short 66
- B. How Short Can You Get Your Cross-Examination? 67
- C. How to Make Your Cross-Examination Short 67
- D. Transitions 68
- E. Example of Cross-Examination Using the System 71
- F. Looping 73

Chapter 8

The System, Part II: Statements 77

- A. The Three Ways You Can Do Cross-Examination 77
- B. The Law 83
- C. The System Has a Philosophy 87
- D. Crafting Your Statements 91
- E. Details 94
- F. Terms 95
- G. Organization—Source of Materials 101
 - 1. Witness Statements 101
 - 2. Verisimilitude 102
 - 3. Plausibility 105

Chapter 9

The System, Part III: Control 113

- A. Pace 114
- B. Listen 115
- D. The Intractable Witness 120
- E. Exceptions 127
- F. Safe Havens—What to Do When You Get Hurt 131

Chapter 10

Additional Considerations 135

- A. Possible Exceptions to the System 135
- B. Misdirection 137
- C. Ethical Considerations 141

Chapter 11

Why the System Works 143

Appendix: Examples of Cross-Examination	146
Terence F. MacCarthy (Chicago, Illinois)— Cross-examination of a psychiatrist in a federal bank robbery	146
Michael A. Sherman (Santa Monica, California)— Cross-examination of a plaintiff’s CEO in a civil trade secrets case	167
Alison Siegler (Chicago, Illinois)—Cross-examination of a prosecution witness in a federal narcotics case	170
Steven R. Shanin (Chicago, Illinois)—Cross-examination of a police detective in a federal narcotics case	176
James Mercante (New York, New York)—Cross- examination of a captain in an admiralty case	186
Heather E. Williams (Tucson, Arizona)—Cross- examination of a county sheriff officer in a federal murder case	195
John Buckley, Ungaretti & Harris, Chicago, Illinois— Cross-examination of a securities trading firm	215
Index	219