
CONTENTS

Preface	ix
Acknowledgments	xi
About the Editor	xiii
Chapter 1 The Art of Cross-Examination	1
<i>Irving Younger</i>	
Technology of Cross-Examination	2
Nine Modes of Impeachment	2
Elements of Competence (Four Modes of Impeachment—First Group)	2
Related Characteristics (Four Modes of Impeachment—Second Group)	9
Last Mode of Impeachment	18
Review	18
Art of Cross-Examination—The How to Do It	19
Technical Mastery	19
Experience	20
Talent	20
Preparation	20
Jury Arguments	22
Simplicity	22
Tact	23
Respect	23
Ten Commandments of Cross-Examination	24
1. Be Brief	25
2. Use Plain Words	26
3. Use Only Leading Questions	26
4. Be Prepared	27
5. Listen	27
6. Do Not Quarrel	28
7. Avoid Repetition	29
8. Disallow Witness Explanation	32
9. Limit Questioning	35
10. Save for Summation	36
Advice	37

CONTENTS

Chapter 2	Cross-Examination—“To Sin or Not to Sin”	39
<i>Roy L. Reardon</i>		
	1. The First Commandment: Be Brief— No Cross-Examination Can Sometimes Be the Best.	40
	2. The Third Commandment: Use Only Leading Questions.	45
	3. Handling the Surprise Witness.	48
	4. Preparing a Good Cross-Examination. Do It Yourself	52
	Deposition Summaries	54
	Preparing the Cross	54
Chapter 3	The New Commandments of Cross-Examination	57
<i>Charles T. Hoass, Jr.</i>		
	Areas for Impeachment	61
Chapter 4	On Breaking Commandments	65
<i>Michael R. Doyen</i>		
	Time and Again, Younger Brings Us Face to Face with the Same Unintelligible and Wrong Lesson.	67
	Lincoln’s Virtuosity Resided Not in Technique, and Not in Some Instinct beyond Our Ken, but in Picking the Right Battles.	75
Chapter 5	Cross-Examination	79
<i>David Berg</i>		
	The Lawyer Is a Teacher	80
	Size Up the Witness	87
Chapter 6	The Great Engine That Drives the Truth	95
<i>Ralph Adam Fine, Judge, Wisconsin Court of Appeals</i>		
	Rule 1: The Jury Knows the Answer before the Witness Responds	97
	Rule 2: You Do Not Care What the Answer Is.	103
	Rule 3: Immediate Impeachment.	104
Chapter 7	Cross-Examination	109
<i>Kenneth P. Nolan</i>		

CONTENTS

Chapter 8	Systematic Cross-Examination	117
<i>William D. Snapp</i>		
	A Light Touch	124
	Be Ready to Adjust	127
Chapter 9	Cross-Examination That Hurts the Witness, Not You	129
<i>Charles J. Faruki</i>		
	Because a Savvy Witness Will Attempt to Wriggle Out of a Trap, Construct One So You Have a Fallback Question.	132
	Plan for the Y's, the Forks in the Road: If the Witness Says A, Plan to Go Here. If the Witness Instead Says B, Go There.	134
	Practical Advice	136
Chapter 10	A Probing View of Cross-Examination	139
<i>Vance Barron, Jr.</i>		
	Knowledge Testing	140
	Turning a Witness	143
	Oscar Wilde's Impertinence	147
	Leading Questions Can Threaten	149
	Rhetorical Probing	151
Chapter 11	Cross-Examination: Torching the Calendar	157
<i>Daniel H. Skerritt</i>		
Chapter 12	Timing of Cross-Examination	163
<i>David Berg</i>		
	Catching the Liar	166
	Laying the Trap	170
Chapter 13	The MacCarthy System, Part I: "Short"	177
<i>Terence F. MacCarthy</i>		
	A. Three Reasons to Be Short	178
	1. The length of the question (statement) usually determines the length of the answer.	178
	2. The long question is stupid.	178
	3. You will be less likely to look bad.	179

CONTENTS

B.	How Short Can You Make Your Cross-Examination?	179
C.	How to Make Your Cross-Examination Short	179
D.	Transitions	180
E.	Example of Cross-Examination Using the System	183
F.	Looping	184
Chapter 14	Constructive Cross-Examination	189
	<i>James W. McElhaney</i>	
	Their Expert as Your Own	190
Chapter 15	Crossing the Star	195
	<i>Scott Turow</i>	
Chapter 16	The Felix Frankfurter Problem: Cross-Examining a Former Judge	203
	<i>Cross-Examination by Daniel T. Roach</i>	
	<i>Edited by Christopher T. Lutz</i>	
Chapter 17	Getting the Truth from Adverse Witnesses	225
	<i>William Alsup, Judge, United States District Court, Northern District, California</i>	
Chapter 18	Mastering the Blind Cross-Examination	235
	<i>Mark A. Neubauer</i>	
Chapter 19	The Poisoned Question	245
	<i>Vance Barron, Jr.</i>	
	“When Did You Stop Loving Your Wife?”	246
	“When Did You Stop Financing Slavery?”	247
	“Did You Like Her?”	248
	“Is That Funny?”	249
	“Do You Have a Double Standard?”	251
	“Do You Prey on Widows?”	252
	“Are You Dressed to Impress?”	254
	“Do You Believe in Marriage?”	254
	Idiopathic Poisoning	255

CONTENTS

Chapter 20	Choosing Your Weapons: The Art of Expert Cross-Examination	257
<i>Walter R. Lancaster</i>		
	Preparation: The Key to Your Success	258
	The Deposition: Sowing the Seeds of Destruction	261
	Trial: Your Deposition sans Outtakes	269
Chapter 21	Cross-Examining the Accomplice Witness	271
<i>Stacey J. Moritz Brodsky and Marcy Ressler Harris</i>		
	Take Your Gloves Off	272
	Grist for the Mill	274
Chapter 22	Cross-Examining a Rat	283
<i>Benjamin Brafman</i>		
	Questioning the Informant	284
	Use the Plea Bargain	288
	Argue Bias	288
Chapter 23	Of Atticus Finch, Abraham Lincoln, and the Art of Setting the Trap	293
<i>Steven C. Day</i>		
Chapter 24	Cross-Examination: Using Depositions at Trial	301
<i>Lansing R. Palmer</i>		
	A Valuable Aid	302
	Multiple Uses	303
	Decide on Use	304
	Devastating Tool	306
Chapter 25	Cross-Examination: Endgame	311
<i>Steven Lubet</i>		
	Biographies of Authors	319