CONTENTS

Preface ix
Acknowledgments xi
About the Editor xiii

Chapter 1 The Art of Cross-Examination 1
Irving Younger

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
Chapter 2  Cross-Examination—“To Sin or Not to Sin” 39
Roy L. Reardon

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. 52
   Do It Yourself 52
   Deposition Summaries 54
   Preparing the Cross 54

Chapter 3  The New Commandments of Cross-Examination 57
Charles T. Hvass, Jr.

Areas for Impeachment 61

Chapter 4  On Breaking Commandments 65
Michael R. Doyen

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
David Berg

The Lawyer Is a Teacher 80
Size Up the Witness 87

Chapter 6  The Great Engine That Drives the Truth 95
Ralph Adam Fine, Judge, Wisconsin Court of Appeals

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
Kenneth P. Nolan
Contents

Chapter 8  Systematic Cross-Examination  117
William D. Snapp
  A Light Touch  124
  Be Ready to Adjust  127

Chapter 9  Cross-Examination That Hurts the Witness, Not You  129
Charles J. Faruki
  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
Vance Barron, Jr.
  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
Daniel H. Skerritt

Chapter 12  Timing of Cross-Examination  163
David Berg
  Catching the Liar  166
  Laying the Trap  170

Chapter 13  The MacCarthy System, Part I: “Short”  177
Terence F. MacCarthy
  A. Three Reasons to Be Short
     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

v
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
James W. McElhaney
Their Expert as Your Own 190

Chapter 15 Crossing the Star 195
Scott Turow

Chapter 16 The Felix Frankfurter Problem:
Cross-Examining a Former Judge 203
Cross-Examination by Daniel T. Roach
Edited by Christopher T. Lutz

Chapter 17 Getting the Truth from Adverse Witnesses 225
William Alsup, Judge, United States District Court,
Northern District, California

Chapter 18 Mastering the Blind Cross-Examination 235
Mark A. Neubauer

Chapter 19 The Poisoned Question 245
Vance Barron, Jr.
“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
| Chapter 20 | Choosing Your Weapons: The Art of Expert Cross-Examination | 257 |
| Warning R. Lancaster |
| 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 |
| Stacey J. Moritz Brodsky and Marcy Ressler Harris |
| Take Your Gloves Off | 272 |
| Grist for the Mill | 274 |

| Chapter 22 | Cross-Examining a Rat | 283 |
| Benjamin Brafman |
| 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 |
| Steven C. Day |

| Chapter 24 | Cross-Examination: Using Depositions at Trial | 301 |
| Lansing R. Palmer |
| A Valuable Aid | 302 |
| Multiple Uses | 303 |
| Decide on Use | 304 |
| Devastating Tool | 306 |

| Chapter 25 | Cross-Examination: Endgame | 311 |
| Steven Lubet |

| Biographies of Authors | 319 |