Proposed Customized agenda for
MISSOURI STATE PUBLIC DEFENDERS

1. April 26, 2019

**Pozner on Cross: Advanced Techniques Using the Chapter Method©**

**NOTE:** This is a proposed agenda.  In order to provide a final agenda, we need to confirm your state’s MCLE requirements as well as your wishes. I intend to provide a program that qualified for at least 6 MCLE credits. Please advise us if your state requires 60 minutes of lecture for 1 hour credit, or 50 minutes= 1 hour credit. ***(Special note: All times are suggestions only. Start, stop, breaks and lunch can be adjusted to meet your needs.*)**

**Registration**

**Principles of Advanced Cross-Examination**

* Why cross is more helpful than direct
* Building our cases around cross
* Making our theory dominate our opponent’s theory
* Creating witness anxiety to compel honesty

**The Only 3 Rules of Cross**

1. Using the Power of Leading Questions

* + - Forming questions to achieve control
		- Training witnesses to say yes
		- Keeping the cross about our best facts
		- Allowing jurors to see our points

Break

**The Only 3 Rules of Cross (cont.)**

2. Controlling Witnesses One Fact at a Time

* + - Shaping jurors’ perceptions of the facts
		- Putting facts into persuasive order
		- Painting pictures that channel deliberations

**The Science of Sentence Construction**

3. Logic and Story Telling

* + - Creating memorable narratives
		- Focusing the jury on our theory
		- Using logic to drive our desired inferences

**The Chapter Method© of Cross-Examination**

* Breaking cases into understandable parts
* Putting facts into our best context
* Recognizing events valuable for cross-examination
* How chapter method derails the opponent’s presentation

**Lunch**

Cross-Examination Preparation Systems

* Sourcing our facts
* Drafting topic chapters
* Sequence of events charts
* Witness comparison charts

**Break**

**Page Preparation of Cross-Examination**

* Scripting our cross by chapter
* Keying in exhibits and foundations
* Preparation for instant impeachment

**Controlling the Evasive Witness**

* 20 methods of controlling the combative witness
* Psychological principles that establish witness control
* Punishing the non-responsive answer
* Taking advantage of the too-talkative witness

Adjourn

ABOUT OUR SPEAKER

**Pozner on Cross.** In 48 states and across Canada, Larry Pozner has taught the most advanced techniques while explaining the science behind these methods. His book **Cross-Examination: Science and Techniques** (3rd edition, Lexis Nexis), co-authored with Roger Dodd, is America’s best-selling book on cross-examination.

Larry has been listed in The Best Lawyers in America for 35 consecutive years, and is named in Bet-the-Company litigation, Criminal Defense–both Street Crimes and White Collar.

Larry represents both plaintiffs and defendants in commercial cases. He has represented the Denver Broncos football franchise for many years.

He is a Past President of the National Association of Criminal Defense Lawyers. He taught for many years at the University Of Denver Sturm College of Law, where he was voted Best Professor.