

Cross Examination



Organization

Each Witness

- What are the Facts? (Fact Busting)
- Advance Our Theory
- Damage Their Theory



What Order?

- Tell A Story
- Use Headlines / Transitions
- Are They Digestible?

What Posture?

- Not All The Same
- One Size Does Not Fit All

What Style?

- Short
- Declaratory Statement
- One New Fact Per Statement
- Loop
- Avoid Opinion/ Conclusion
- Appropriate Posture
- Do Not Cut Off / Argue With Witness