

Registration Advanced Cross-Examination Using the Chapter Method[®]

Thursday, October 25, 2018

Seminar Registration Fees (includes 30th Anniversary Reception)

Nonmembers	\$595
PACDL Regular Member	\$495
PACDL Public Defender Member	\$395

Course materials (choose one):

Course notebook	\$ 25
Thumb drive	\$ 10
Electronic Copy via a secure, file sharing platform	Free

Total \$ _____

PACDL 30th Anniversary Reception Only

Individual Ticket \$300

Total tickets _____ x \$300 = Total \$ _____

Registrant Information

Name _____

Firm Name or County Agency _____

Attorney ID _____ Year Admitted to PA Bar _____

Street Address _____

City _____ State _____ Zip _____

Telephone Number (____) _____

Fax Number (____) _____

Email _____

Please note any needs related to food allergies _____

Payment Information

Pay by check (enclosed) Pay by credit card

Type of Card: MasterCard Visa American Express Discover

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CLE reporting fees are included in the seminar price. Join PACDL and save on your registration fee! This seminar has been approved for 6 substantive law practice and procedure credit hours by the Continuing Legal Education Board of the Supreme Court of Pennsylvania.

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Advanced Cross-Examination
Using the Chapter Method[®]
6 CLE Credits on

115 State Street, Harrisburg, PA 17101

Thursday, October 25, 2018



Advanced
Cross-Examination
Using the Chapter Method[®]
Featuring Attorney Larry Pozner

THURSDAY, OCTOBER 25, 2018
THE HOTEL HERSHEY
100 HOTEL ROAD, HERSHEY, PENNSYLVANIA 17033

6 CLE CREDITS

Advanced Cross-Examination Using the Chapter Method[®]

Featuring Attorney Larry Pozner



Session Schedule

8:15 a.m. Registration and Continental Breakfast

8:50 a.m. Welcome and Announcements

9:00 a.m. Morning Program

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

A. Using the Power of Leading Questions

- Shaping jurors' perceptions of the facts
- Putting facts into persuasive order
- Painting pictures that channel deliberations
- The science of sentence construction

B. Controlling Witnesses One Fact at a Time

- Winning our cases with their witnesses
- Encouraging truthful responses
- Sequences that block escape
- Using logic to drive our desired inferences

C. Creating Goal Oriented Questioning Sequences

- Winning our cases with their witnesses
- Encouraging truthful responses
- Sequences that block escape
- 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

12:15 p.m. Lunch

1:00 p.m. Afternoon Program

Page Preparation of Cross-Examination

- Scripting our cross by chapter
- Keying in exhibits and foundations
- Keeping track of direct exam
- Preparation for instant impeachment

Sequences of Cross-Examination

- Placing chapters into persuasive order
- Keeping dishonest witnesses off balance
- Value based impeachment
- Diminishing risk in difficult chapters

Crossing without Discovery

- Safety & control first
- Capitalizing on contradictions
- Marginalizing the witness
- Note taking during direct

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

4:15 p.m. Adjournment

4:15 p.m. PACDL 30th Anniversary Reception

Pozner on Cross

Larry Pozner. In more than 400 lectures, Larry Pozner has taught the advanced techniques while explaining the science behind these methods. His book **Cross-Examination: Science and Techniques**, (Lexis Nexis), co-authored with Roger Dodd, is America's best-selling book on cross-examination. It has just been released in the Third edition. Larry is a past president of NACDL.

Registration Information

Register online or mail, fax or email your completed registration form with payment no later than October 19, 2018. Only prepaid attendees are guaranteed seating. Door registrations are permitted only as space and material are available. Contact information

Mail: PACDL, 115 State Street, Harrisburg, PA 17101
Fax: (717) 234.7462
Email: pacdl@pacdl.org
Telephone: (717) 234.7403
Web: www.pacdl.org

Cancellation Policy: All cancellation and refund requests must be submitted in writing before close of business on October 19, 2018. A refund of the full conference fee, minus a \$75 administration fee, will be given for written cancellations received by that date. No refunds will be granted for requests dated after October 19, 2018. You may submit your cancellation via email to pacdl@pacdl.org. PACDL regrets that refunds shall not be provided for no-shows.

Substitutions: If you cannot attend, a colleague may take your place or your materials will be mailed to you. The individual submitting the transfer request is responsible for all financial obligations (any balance due) associated with that substitution.

CLE Credits: You will be eligible to receive up to 6 substantive law, practice, and procedure credit hours.

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Questions: Please contact us at pacdl@pacdl.org or 717.234.7403.

Overnight Room Accommodations: PACDL has reserved a small block of rooms at a rate of \$199.00 plus taxes for October 24. Please contact 717.533.3311 or 1-800-Hershey or book online at <https://book.passkey.com/go/PACDLFallMeeting2018> before September 30, 2018.