

Pozner on Cross: The Chapter Method of Cross-Examination ©
2024 full-day agenda for Tamaki Makaurau Workshop

Saturday 20 April 2024

Start 9am

The science behind Chapter Method Cross-examinations.

Behavioral economics: how people take shortcuts to decisions

Cognitive neuroscience: how the brain processes information and can tire

Cognitive psychology: how the brain prefers to acquire information

The science behind cross-examination through storytelling

Construction of a cross-examination story

How jurors harmonize with the emotion of a story

Chunking facts to aid understanding.

The Chapter Method of cross examination

How to build chapters of cross with examples

The mental economics of chapter method preparation and presentation

Building chapters to achieve factual goals

Break

Chapter Bundles

The advantages of telling big stories through linked smaller stories

Viewing an event as a series of smaller events

Examples of chapter bundles

Constructive cross examination

Methods and advantages of cross-centered preparation

How constructive cross-examination wins cases.

Asking safe questions when we do not have the fact in discovery.

Lunch

Sequences of cross-examination

Placing chapters in a persuasive order

How to begin and end the cross

Staying on track when witnesses evade

Drafting written chapters of Cross-Examination

The most efficient ways to recognize and draft cross-examinations.

The architecture of a page of Chapter Method cross

Page format samples

Preparing for instant impeachments

Break

Questioning techniques that control the witness.

Delivering questions that deprive the witness of time to deceive

Forming questions that shrink the field of evasion

Group facts to use opponent's witnesses to tell our stories.

Close

Dinner

Day 2 The science of cross-examination preparation

One and Done: How preparation leads to dominance

The most efficient method to review discovery/disclosure and draft cross-examinations.

How cross-examinations are constructed.

The cross-examination of experts

Philosophy of the cross-examination of experts

The attitude that shakes the expert's confidence.

Why credibility defects work

The weaknesses of the expert witness

Toppling the support under the opinion

Attacks on methods or assignment

Using the opponent's expert to support parts of our theory.

Controlling the evasive witness

Using psychology to deter evasions.

Responses that punish the evasive witness

Taking advantage of the evasive answer

Preparing for the Snitch

Their background is often more fertile than their story

Unpacking the many deceptions

How assurances of honesty can be exploited

Break

Defence of the sex assault case

How the techniques of any cross apply equally to defence of sex assault cases.

Why cross-examination techniques work in any kind of case.

Searching for additional material outside of the discovery.

Specialized impeachment techniques

Shifting impeachment to a non-party (The 3rd party shift).

Impeachment by behavior.

Multiple impeachments within one statement.

Pozner on Cross: The Chapter Method

Rarely can we say that someone “wrote the book” on a subject. Even more unusual is a book that changes a profession. In this program both are true. **Larry Pozner** has long been recognized as America’s authority on modern cross-examination. Pozner’s book **Cross Examination: Science and Techniques** (Lexis 3rd edition 2018, Pozner and Dodd) and his resulting seminar **Pozner on Cross: the Chapter Method** revolutionized our profession’s view of the purposes and methods of modern cross.

Pozner on Cross: The Chapter Method, is an innovative and highly entertaining program . immerses trial lawyers in the most powerful and modern techniques of drafting and delivering winning cross-examinations. For more than 25 years this ever-evolving seminar has been America’s best-attended trial techniques program. **Pozner on Cross: The Chapter Method** builds on principles of neuroscience and behavioral psychology to fashion the most reliable and advanced techniques of cross. The seminar features a great many examples of the step-by-step techniques that train lawyers to recognize, write, and deliver powerful cross-examinations.

Larry is a solo practitioner and trial consultant. He is a Past President of the National Association of Criminal Defense Lawyers. He began his career as a Colorado Public Defender. . and has long been recognized in Best Lawyers in America in civil “Bet the Company” litigation and in Criminal Law – both white collar and non-white collar. Pozner was trial counsel for many years for the Denver Broncos franchise and was part of the trial team that preserved Pat Bowlen’s ownership of the Broncos. He and a team of lawyers recently used these techniques to win and collect a \$111 million judgment against a national bank.

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