

Direct & Cross-Examination Skills Workshop 2023

On-your-feet training to get the most out of every witness

Who are the most important people at a trial? It is the testimony of the witnesses that ultimately determines the outcome. The examination of the witnesses is a key component of a winning strategy. The presentation of testimony is not to be taken lightly. It should be the product of careful planning, thorough preparation, and stylish execution. Anyone can improve their skills through practice and hard work.

In this two-day *Workshop*, expert litigators from various practice areas and judges from different state courts teach everything you need to know about direct and cross-examination. After lectures and a demonstration by the faculty each morning, you spend the rest of the day testing your skills in a mock courtroom setting, where you can try out what you have learned and get essential feedback on your performance.

Agenda

- Preparing for Direct Examination
- Questions for Direct Examination
- Direct Examination Outline
- Challenges During Direct Examination (And, How to Overcome Them)
- Managing Direct and Preparing for Re-Direct
- On-Your-Feet Direct Examination
- Preparing for Cross-Examination
- The Power of Leading Questions
- Controlling the Witness
- Goal-Oriented Questioning Sequences
- Cross Examination Sequences
- The Power of Three
- Controlling the Runaway Witness
- On-Your-Feet Cross-Examination

Faculty

Jessica M. Dubin, Esq., *Lee & Rivers LLP, Boston*, Cochair
Jennifer C. Roman, Esq., *Tracey, Roman & Ramos, PC, Wellesley Hills*, Cochair
Hon. Christine D. Anthony, *Probate and Family Court, Commonwealth of Massachusetts*
Hon. Mary Rudolph Black, *Probate and Family Court, Commonwealth of Massachusetts*
Hon. Anthony J. Campo, *Superior Court, Commonwealth of Massachusetts*
Wayne F. Dennison, Esq., *Brown Rudnick LLP, Boston*
Kimberly A. Dougherty, Esq., *Justice Law Collaborative LLC, South Easton*
Wendy O. Hickey, Esq., *Brick, Jones, McBrien & Hickey LLP, Needham*
Martin F. Kane II, Esq., *McGrath & Kane, Boston*
Edward W. Krippendorf, Jr., Esq., *Eisenstadt, Krippendorf & Galvin LLP, Boston*
Russell X. Pollock, Esq., *Bergstresser & Pollock, PC, Boston*
Hon. Edward H. Sharkansky, *District Court, Commonwealth of Massachusetts*
Gary O. Todd, Esq., *Todd & Weld LLP, Boston*

Dates & Location

Register at www.mcle.org

BOSTON

Thursday, March 2, &
Friday, March 3, 2023
9:30 am–4:30 pm
MCLE Conference Center
10 Winter Place, via Winter Street
Program Number: 2230207P01

Tuition *(includes written materials)*

- \$595
- \$535.50 MCLE Sponsor Members
- \$446.25 New Lawyers admitted to law practice within 5 years and Pending Admittees

This limited-enrollment program is not included in the MCLE OnlinePass.

To apply for a need-based scholarship, email scholarships@mcle.org.

Materials

The materials for this program include MCLE's *Massachusetts Courtroom Advocacy*, which, along with any other materials, can be downloaded via the link emailed to you upon registration. Attendees also receive a print copy.

Registration notes

Space is limited and is available on a first come, first served basis. Cancellations may only be refunded, minus a \$100 processing fee, if we are able to fill your seat.

CLE Credits

Earn up to 12 CLE credits