

# Tried & True Cross-Exam Strategies from the Masters

## *Controlling the narrative*

Mastering the art of cross-examination is essential for any litigator or advocate aiming to achieve success in the courtroom. Successful cross-examination involves not only technical skills such as formulating questions and handling objections but also strategic thinking, effective communication, and the ability to adapt to dynamic situations. By honing these skills, you can significantly enhance your ability to achieve favorable outcomes at trial.

This seminar delves into strategies for effectively challenging the opposing case, clarifying facts and evidence, controlling the narrative, persuading judges and juries, preserving appellate issues, and other critical aspects of cross-examination. The agenda is designed to provide a comprehensive exploration of cross-examination strategies—from foundational principles to advanced techniques—while incorporating practical applications and ethical considerations essential for legal professionals aiming to excel in courtroom advocacy.

## Agenda

- Introduction to Cross-Examination
- Principles of Effective Questioning
- Building Credibility and Trust
- Control and Direction in Cross-Examination

## Faculty

Christine M. Martin, Esq., *MBTA Legal Department, Boston, Chair*

Amy Bratskeir, Esq., *MBTA Legal Department, Boston*

Hon. Heidi E. Brieger, *Chief Justice, Trial Court/Administrative Office, Commonwealth of Massachusetts*

David R. Cain, Esq., *Cain, Sherry, Geller & Vachereau, Providence, RI*

James J. Condon, Jr., Esq., *West Roxbury*

Paul L. Tetzl, Esq., *Tetzl Law LLC, Boston*

## Dates & Location

Register at [www.mcle.org](http://www.mcle.org)

### LIVE WEBCAST

Thursday, September 26, 2024

12:00 pm–4:00 pm

Program # 2250118WBC

### REBROADCAST

Friday, October 11, 2024

10:00 am–2:00 pm

Program # 2250118RB1

### REBROADCAST

Monday, October 21, 2024

12:00 pm–4:00 pm

Program # 2250118RB2

### ON DEMAND WEBCAST

View after Monday, October 21, 2024

Program # 2250118WBA

## Tuition *(includes written materials)*

- \$245
- \$220.50 MCLE Members
- \$122.50 New Lawyers admitted to law practice within 5 years, Pending Admittees, Law Students, and Paralegals
- **FREE** for MCLE OnlinePass Subscribers

To apply for a need-based scholarship, email [scholarships@mcle.org](mailto:scholarships@mcle.org).

## Materials

*Massachusetts Courtroom Advocacy* ebook, plus speaker materials

- E-materials link emailed upon registration
- Transcript & videorecording emailed 2 weeks post-program

## CLE Credits

Earn up to 4 CLE credits



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