

The new rules of cross-examination

Provisional content

- 1 The perils of examination-in-chief.
- 2 Principles of persuasion: the cross-examiner as teacher in the courtroom
- 3 The Three Rules of cross-examination.
- 4 Constructing your cross-examination through the chapter method of cross-examination.
- 5 Primacy and recency.
- 6 Advanced cross-examination techniques: Loops, double loops, spontaneous loops, and trilogies.
- 7 Controlling the runaway witness.

This course will enable you to:

- look forward to your next cross-examination in anticipation and not trepidation;
- break the bad habit of using cross-examination only as a defensive manoeuvre;
- effectively use the Three Rules of cross-examination as an offensive series of tactics to enhance your theory of the case and to drastically minimise evasion by the witness;
- construct persuasive cross-examinations through the chapter method and the techniques of primacy and recency;
- effectively integrate your cross-examination and effortlessly use the advanced techniques of looping and trilogies;
- control the runaway witness with battle-tested techniques that work;
- understand the cross-examiners role as teacher in the courtroom; and
- integrate the principles of persuasion into your cross-examination to enable you to persuade the presiding officer during cross-examination and in real-time.