

## SEMINAR

# Direct & Cross-Examination Skills Workshop 2022

## *Master the art of examining a witness*

Worried that your star witness will manifest the “deer-in-the-headlights” look when asked a tough question? How about the “fish-out-of-water” moving lips as she struggles for a credible answer? Nervous that your killer cross-examination question will die a quick death? Fear no longer, we have assembled a panel consisting of pit-bull killers, subtle assassins, methodical destroyers, and professional, polite, yet still effective examiners to teach you the tricks of the trade.

Who are the most important people at a trial? No matter that lawyers think that they “win or lose,” 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 his or her skills through practice and hard work. Our distinguished panel demonstrates how your personality and style can be molded to develop the skills that will aid you to become more effective in court.

## Agenda

- Counseling Your Witness on Preparation, Communication, and Dos and Don'ts In and About the Courtroom
- Preparing Yourself and the Witness for Direct and Cross-Examination
- Organizing Materials for Cross-Examination
- To Redirect or Not?
- Expert Demonstrations on Counseling Witnesses and Performing Direct and Cross-Examinations
- “Ask the Experts” Q&A Session

## Faculty

Hon. Paul A. Chernoff, *Superior Court, Commonwealth of Massachusetts (Ret.), Boston*, Cochair  
Leonard H. Kesten, Esq., *Brody, Hardoon, Perkins & Kesten LLP, Boston*, Cochair  
Hon. Mary K. Ames, *Superior Court, Commonwealth of Massachusetts*  
Bruce Apotheke, *Lieutenant, Newton Police Department, West Newton*  
Hon. Heidi E. Brieger, *Chief Justice, Superior Court, Commonwealth of Massachusetts*  
Thomas R. Donohue, Esq., *Brody, Hardoon, Perkins & Kesten LLP, Boston*  
Jacqueline M. Dutton, Esq., *Committee for Public Counsel Services, Worcester*  
David M. Gould, Esq., *Ficksman & Conley LLP, Boston*  
Michael J. Harris, Esq., *Crowe & Mulvey LLP, Boston*  
Marian T. Ryan, Esq., *District Attorney, Middlesex District Attorney's Office, Commonwealth of Massachusetts*  
Dr. Leslie Shaff, Esq., *MD/JD, Attorney and Anesthesiologist, Newton*  
Michael Stefanilo, Jr., Esq., *Brody, Hardoon, Perkins & Kesten LLP, Boston*  
Hon. Paul D. Wilson, *Middlesex Superior Court, Commonwealth of Massachusetts*



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## Dates & Location

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

### BOSTON

Wednesday, April 27, 2022  
9:30 am–4:30 pm

MCLE Conference Center,  
10 Winter Place, via Winter Street  
Program Number: 2220143P01

### LIVE WEBCAST

Wednesday, April 27, 2022  
9:30 am–4:30 pm  
Program Number: 2220143WBC

### REBROADCAST

Thursday, May 12, 2022  
9:30 am–4:30 pm  
Program Number: 2220143RBC

### REBROADCAST

Friday, May 20, 2022  
9:30 am–4:30 pm  
Program Number: 2220143RB1

### ON DEMAND WEBCAST

View after Friday, May 20, 2022  
Program Number: 2220143WBA

## Tuition *(includes written materials)*

- \$245
- \$220.50 MCLE Sponsor Members
- \$183.75 New Lawyers admitted to law practice after 2019, Pending Admittees, Law Students, and Paralegals

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

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The materials for this program will be shipped to you one week before the program date. Please contact Customer Service to confirm that the address you have listed is the address where you would like the program materials shipped.

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Earn up to 6 CLE credits

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For course agendas, hours, fees, and discounts, please refer to the respective seminar pages. The fee includes program instruction and all electronic written materials unless otherwise noted.

To gain early access to online materials, please register in advance of the program.


Upon registration, MCLE will e-mail a confirmation.

Day-of-the-program registrations are welcome, with the exception of limited enrollment programs, or as otherwise noted.

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## Mandatory CLE credits

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## If your plans change

If you're unable to participate in a program on the date for which you registered, you will receive an email about how to access the program on demand via webcast and/or downloadable mp3 file, including the written materials in electronic form, in full satisfaction of the tuition paid. If you prefer a refund, let us know by the end of the business day prior to the program and we'll refund your tuition after deducting a \$35 processing fee. Note that limited enrollment programs are an exception, cancellation of which require two weeks notice and are subject to a \$55 processing fee.

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corporate law department, or agency membership is calculated based on the number of Massachusetts admittees within the organization. Benefits of membership extend to all lawyers and non-lawyer professionals associated with the organization.

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- Firms by number of Massachusetts attorneys:
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  - 11-25 ... 500    ■ 251+ ..... 4,500
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