

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*

Dates & Location

Register at 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

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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.


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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.

- Solo Practitioners \$95
- Firms by number of Massachusetts attorneys:
 - 2-5 \$ 150 ■ 76-150 ... \$ 2,500
 - 6-10 250 ■ 151-250 .. 3,500
 - 11-25 ... 500 ■ 251+ 4,500
 - 26-75 ... 1,000

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