

Acquirable trial skills

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Can't fake your way around evidence

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Court & jury watch you work

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Opportunity

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Opportunity to show court & jury:

- your knowledge of FREyour preparation
- your skill & poise

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"The stage lights are ON"

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"The stage lights are ON"





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Evidentiary Sensors

Objections

Responses

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Opponent {

1. Evidentiary Sensors™

2. Objections

Proponent { 3. Responses

*Opponent - counter to the response)

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Opponent {

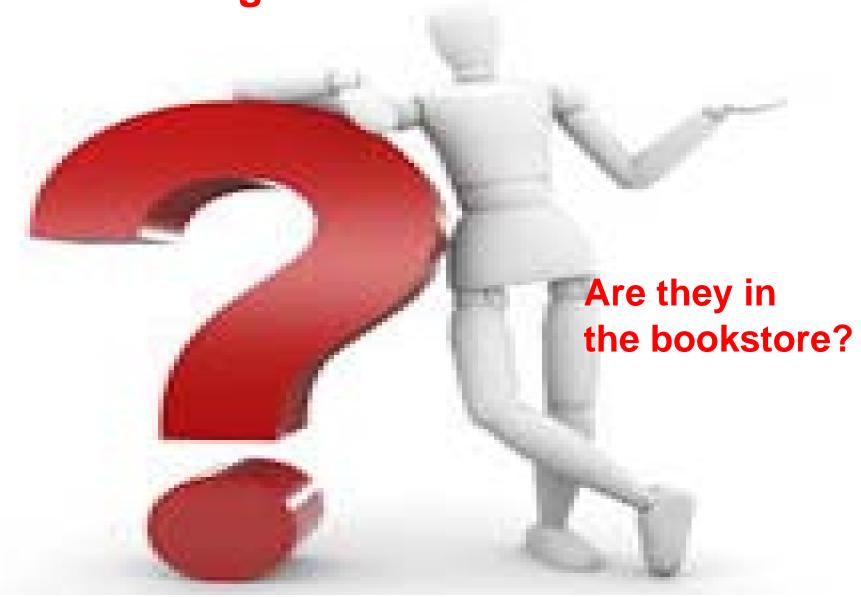
Evidentiary Sensors

Objections

Proponent { Responses

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But, Professor – I have no sensors? Where do I get them?





Discovery Disclosures



Discovery Disclosures Witness lists Exhibit lists



Discovery
Disclosures
Witness lists
Exhibit lists
Statements



Discovery Disclosures Witness lists **Exhibit lists Statements Court filings**



Discovery **Disclosures** Witness lists **Exhibit lists** Statements Court filings

Asking?

As Opponent . . .

"Okay, so my evidentiary sensors went off —

now what?"

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Trial Strategy...

Motions in Limine

"Objection, basis" & "Request for Sidebar"

"Objection, basis" (in front of the jury)

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Opponent {

Evidentiary Sensors™

Objections

Proponent { Responses

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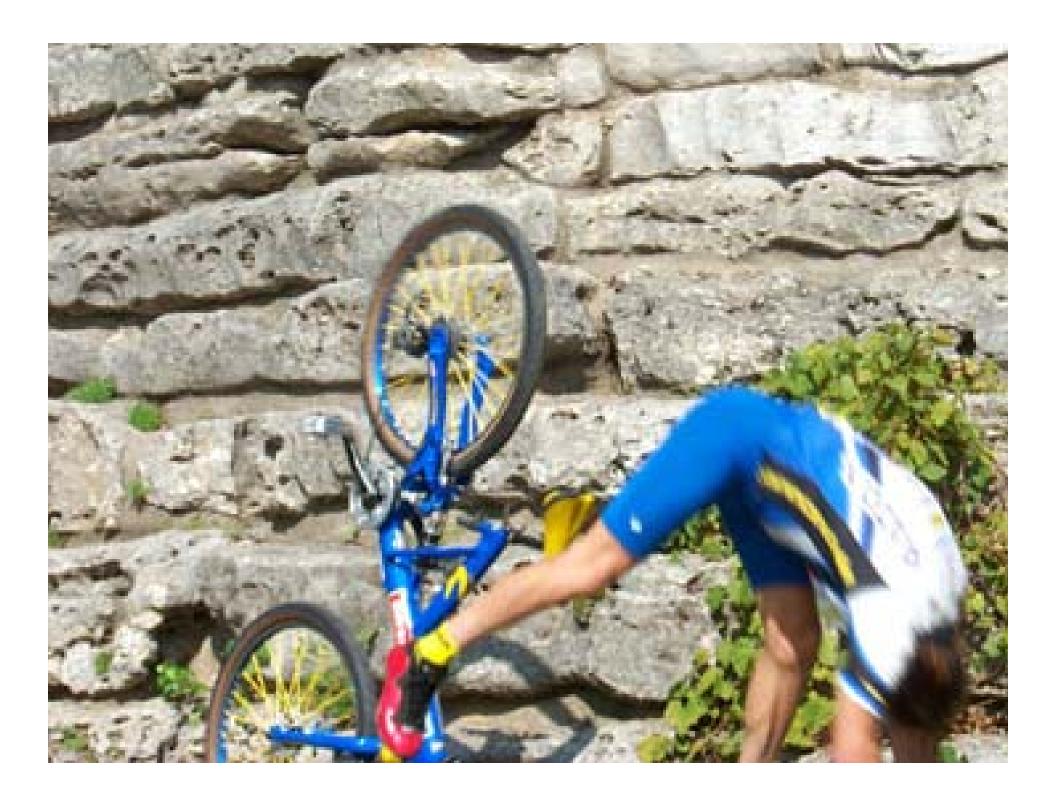


Objections . . .

Stick in the spokes

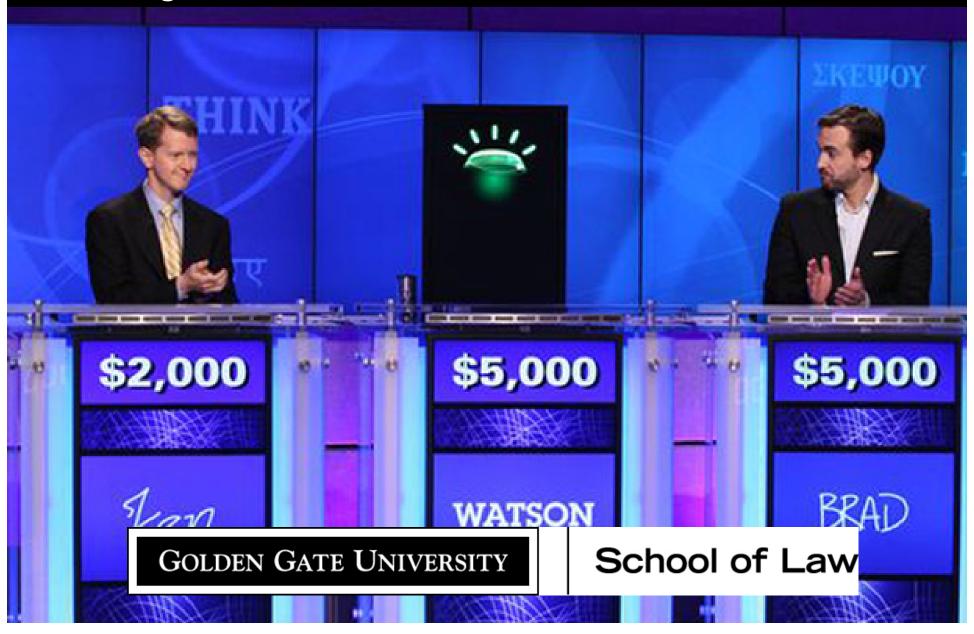
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Objections . . .



Opportunity to show court & jury:

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- your skill & poise

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OBJECTIONS

Clear, loud and assertive

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OBJECTIONS

Clear, loud and assertive,

but not overboard

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Opponent {

Evidentiary Sensors™

Objections

Proponent { Responses

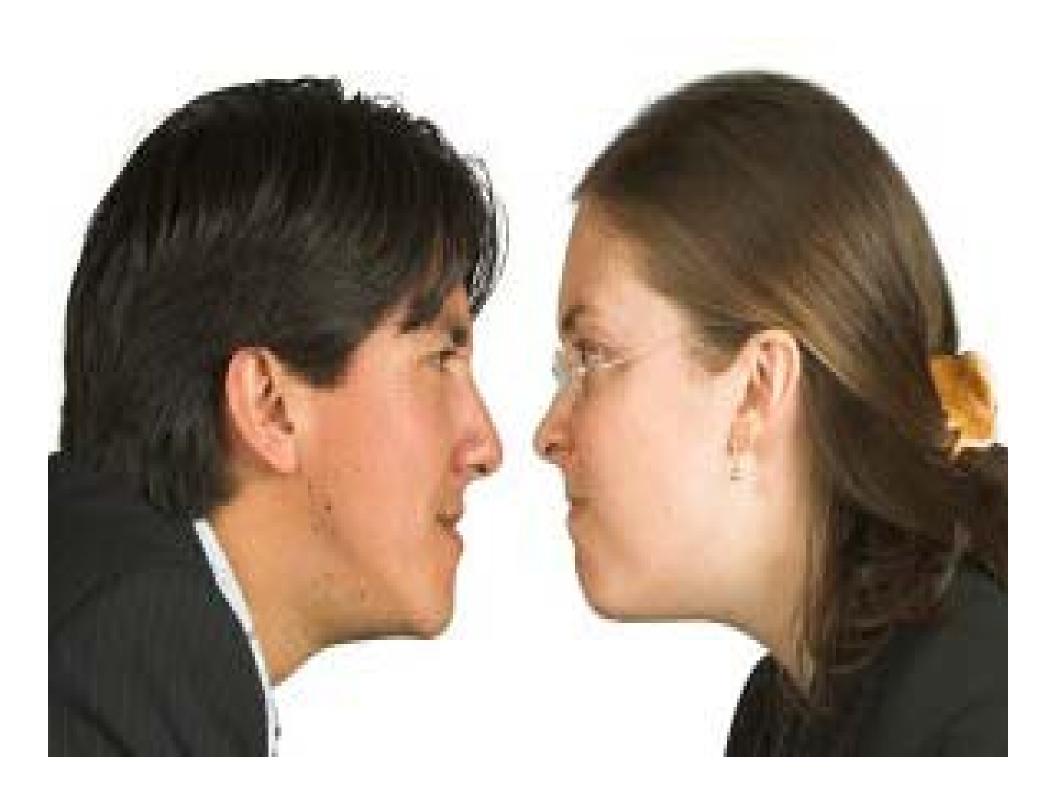
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Responses . . .

Invisible wall

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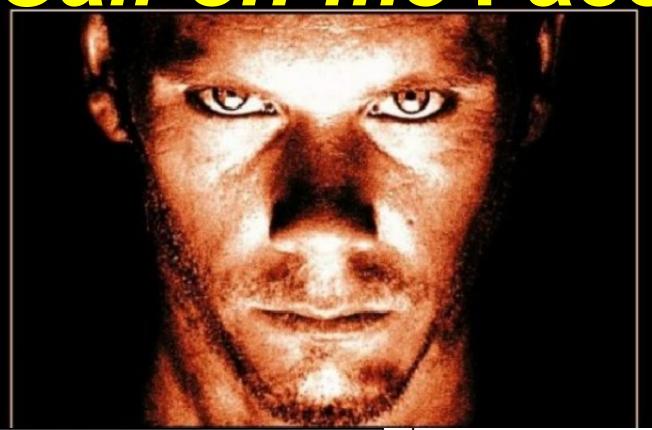




Call-on-me Face

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<u>Call-on-me</u> Face



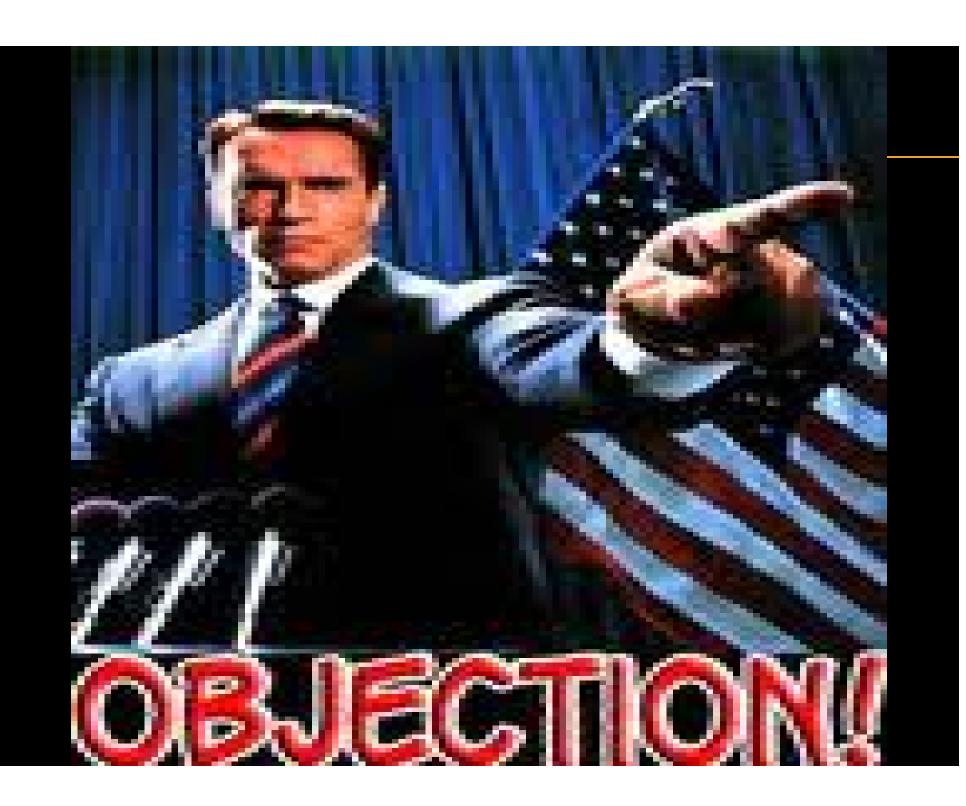
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Respond only to the objection(s) made

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"Request for sidebar"

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aVoiD cRAzY Talk

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"Objection, hearsay"

"It's relevant b/c . . . "

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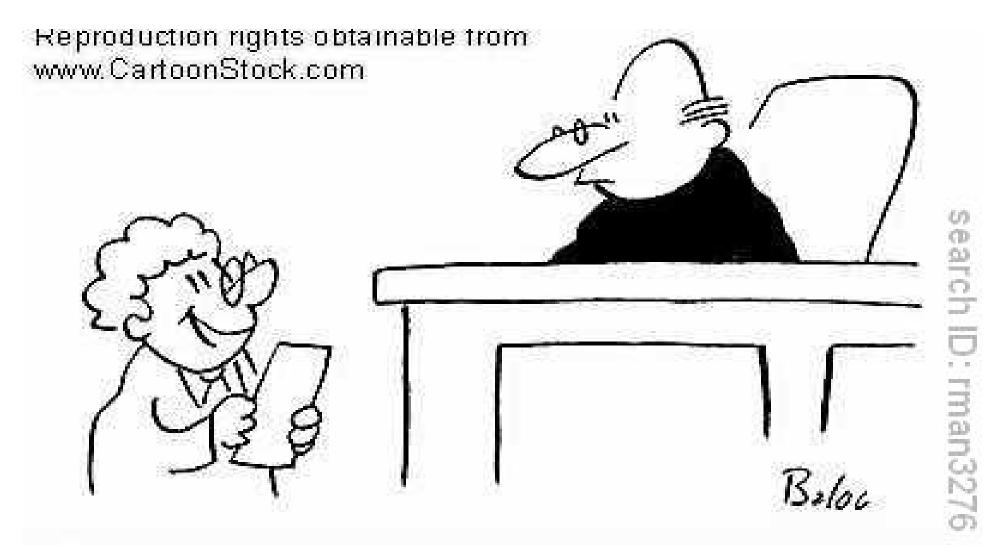
cRAzY Talk

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"I'm just trying . . ."

"I'm simply ..."

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"I realize that hearsay evidence isn't admissible by the court, Your Honor, but you're going to *love* this!"



BASICS OF EVIDENCE AT TRIAL

Opponent {

1. Evidentiary Sensors™

2. Objections

Proponent { 3. Responses

*Opponent { counter to the response

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Counters to responses . . .

Conversation narrows down

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"Objection, basis"

"Response"

"Counter to the Response"

[Get a] Ruling

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Objection





OYERRULED

Uh-oh