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Undermining the opponent’s case and discrediting the opponent’s witnesses have historically been viewed as primary goals of cross-examination. However, counsel can also use cross-examination constructively to control the opponent’s witnesses so that the witnesses will advance the attorney’s own theory of the case. This use of cross-examination can be devastatingly effective, yet many attorneys fail to deploy it.

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Larry Pozner, Roger J. Dodd

Long considered the go-to authority, Pozner and Dodd’s Cross-Examination: Science and Techniques has helped generations of trial attorneys turn cross-examination into their most powerful courtroom weapon. Now, in this extensively revised and re-organized Third Edition, Larry Pozner and Roger J. Dodd provide updated strategies and examples to help you more effectively use adversary witnesses to advance your own case. You’ll find:

- Expanded coverage of “the chapter method,” with all-new excerpts to illustrate challenging trial scenarios
- Four chapters on cross-preparation systems including an all-new chapter on “Cross Preparation Systems: Sourcing the Facts,” which teaches you how to immediately inform a witness, and the court, what paper or electronic document you are referencing and from where in the document you are drawing your question—without losing momentum
- Three chapters on impeachment
- Hundreds of examples, including trial testimony excerpts and sample leading questions, to illustrate the authors’ signature techniques and methodologies
- Dozens of tips on controlling witnesses

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Proper preparation of your client for the stressful experience of deposition can make all the difference—and prevent mistakes that could cost you the trial or hurt your settlement. This DVD series provides consistent witness preparation by assisting attorneys in the preparation of clients for deposition with illustrative deposition scenes. Each DVD includes:

- Pointers on avoiding the most common witness mistakes
  - Saying too much
  - Guessing
  - Assuming

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**ABOUT THE AUTHORS**

**Larry Pozner** proudly traces his roots to the Colorado Public Defender system. His career has included a broad range of criminal cases, a strange mix of commercial matters, and several years representing the Denver Broncos Football franchise.

Mr. Pozner is a past president of the National Association of Criminal Defense Lawyers. He is listed in the Best Lawyers in America in Bet-the-Company Litigation and in Criminal Defense, both street crimes and white collar. He teaches cross-examination and trial tactics throughout America and Canada.

**Roger J. Dodd** tries and consults on cases of all types: personal injury, commercial, civil and criminal throughout the United States and beyond. He has active offices in Park City, Utah, Oklahoma, Georgia and Florida. With fewer and fewer trial lawyers with experience, he is called on continuously because of his more than 42 years’ experience.

Mr. Dodd has been board certified by the National Board of Trial Advocacy in civil trial practice for more than 21 years and was certified in criminal trial practice for more than 20 years. One of his most recent consultations involved a case in London, England.
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