



Trying Cases to Win Vol. 3: Cross-Examination (Hardback)

By Herbert Jay Stern

Lawbook Exchange, Ltd., United States, 2013. Hardback. Condition: New. Language: English. Brand New Book ****** Print on Demand ******. Cross-Examination. Volume III, Trying Cases to Win. Description (3900 characters maximum): Originally published: New York: Aspen Publishers, 1993. Reprinted 2013 by The Lawbook Exchange, Ltd. xviii, 450 pp. The trial process is the sum of its parts-opening argument, direct and cross examination, and summation. In Trying Cases to Win, nationally known trial lawyer Herbert J. Stern provides an overall blueprint for conduct in the courtroom as he guides the reader through each of these segments. Rather than a collection of anecdotal war stories from various trials, Stern outlines the nuts and bolts of the right-and wrong-approach, processes and strategies for every component needed for trial success. Each volume is available separately. In this volume, Cross-Examination, Stern shows how to argue a case through opposition witnesses, convert the information provided on direct examination to the benefit of the cross-examiner s case, and limit the direct testimony so it is not detrimental. Contents: 1. Introduction; 2. The Methods of Cross-Examination; 3. The Three Techniques of Cross-Examination; 4. Controlling the Witness under Cross-Examination; 5. The First Great Tool of Cross-Examination-Impeaching Material; 6. Applications of...



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