

# ***Persuasive Presentation of Experts***



# Traditional Structure of Expert Direct Examination

- Teaser
- Qualifications
- Tender (Check Jurisdiction)
- Opinion
- Basis
- Clean-up



# A More Effective Structure of Expert Direct Examination (MINI OPINIONS)

## ■ Opinion 1

- Teaser
- Qualifications
- "Tender"
- Opinion
- Basis
- Clean-up

## ■ Opinion 2

- Teaser
- Qualifications
- "Tender"
- Opinion
- Basis
- Clean-up

## ■ Opinion 3

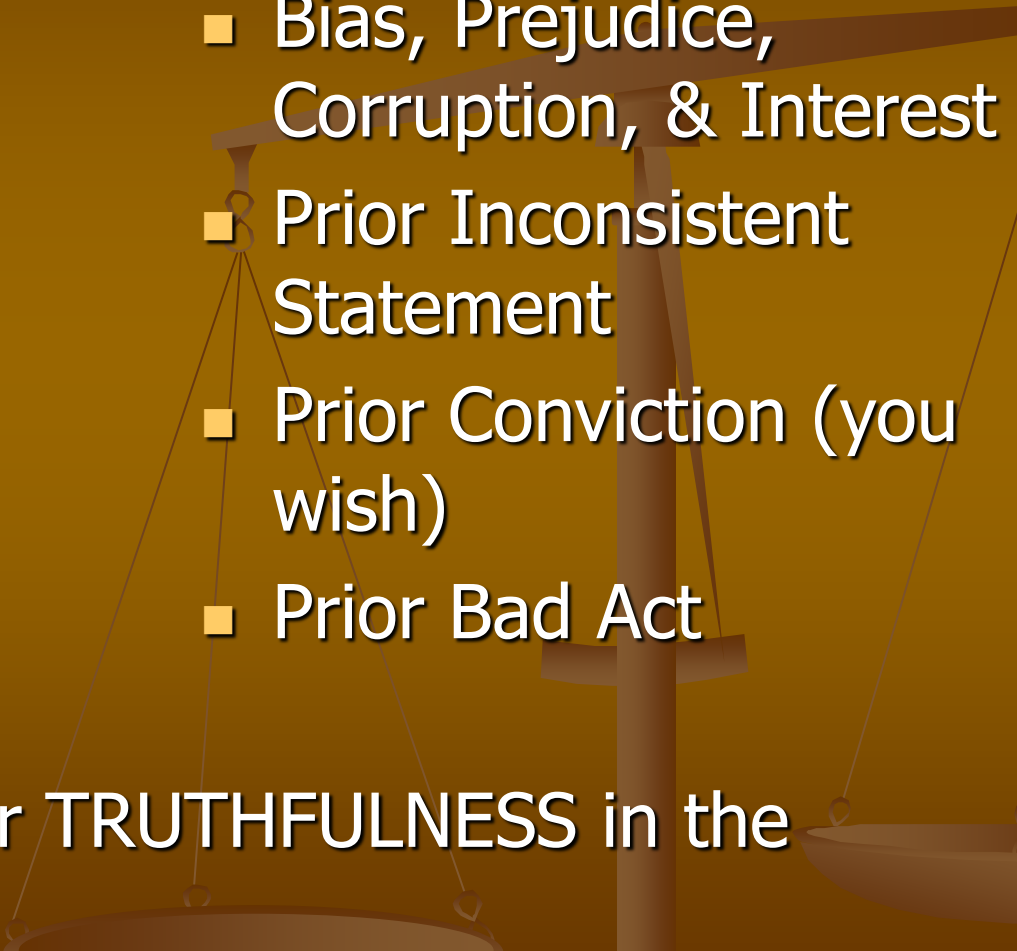
- Teaser
- Qualifications
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# Cross of Experts



# Younger Factors

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- Oath
  - Memory
  - Communication
  - Perception
    - Reputation for TRUTHFULNESS in the community
  - Bias, Prejudice, Corruption, & Interest
  - Prior Inconsistent Statement
  - Prior Conviction (you wish)
  - Prior Bad Act

# Persuasion



# Voir Dire The Witness?

- The First Rule of intelligent tinkering, is to **SAVE ALL THE PIECES.**
  - Alvin Leopold, 19th Century Naturalist
- When
  - Motion in Limine – (Outside the Jury)
  - Does Your Court Require a Tender?
  - After the “Tender”/Before the Opinion
- Why
  - What do you hope to accomplish?
  - What is the likelihood of Success?
  - What will it cost you

