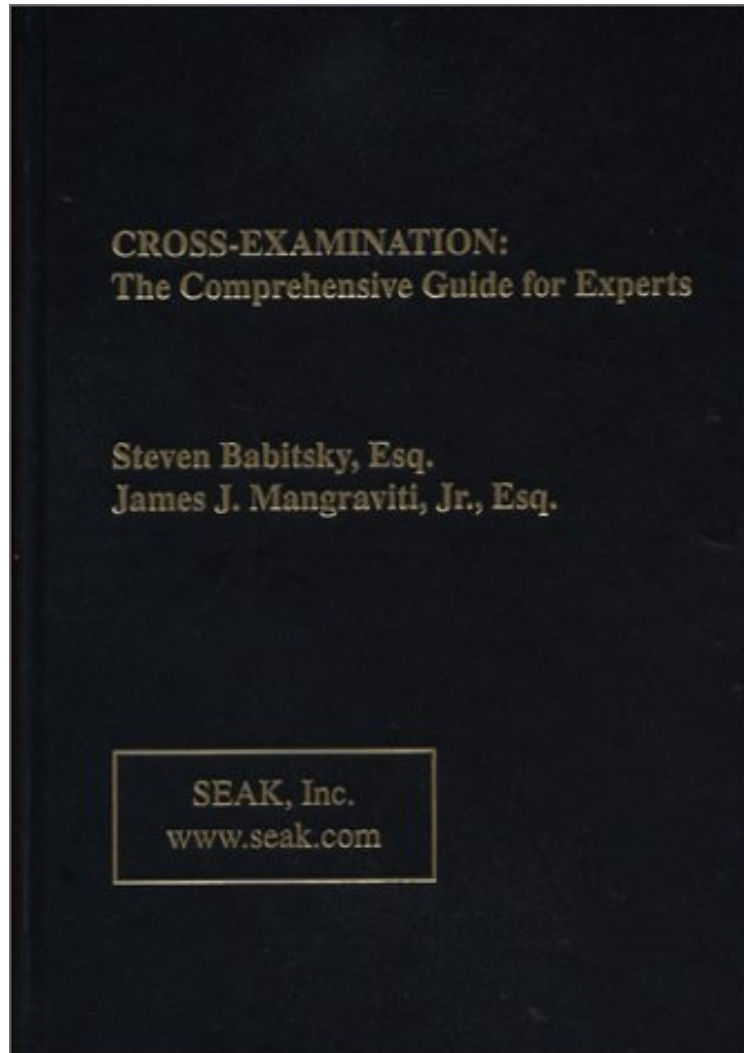



(Read download) Cross-Examination: The Comprehensive Guide for Experts

Cross-Examination: The Comprehensive Guide for Experts

Steven Babitsky, James Mangraviti
*ebooks | Download PDF | *ePub | DOC | audiobook*



 Download

 Read Online

#1856929 in Books 2003-05-01 Ingredients: Example Ingredients Original language: English 10.00 x 7.00 x 1.251, .2 #File Name: 1892904233432 pages | File size: 68.Mb

Steven Babitsky, James Mangraviti : Cross-Examination: The Comprehensive Guide for Experts before purchasing it in order to gage whether or not it would be worth my time, and all praised Cross-Examination: The Comprehensive Guide for Experts:

15 of 17 people found the following review helpful. Another masterstroke for these authors. By R. Shaff Cross-examination. The mere utterance of these words can strike fear in even the most seasoned testifying expert. Never testified before or just starting out in litigation consulting? The prospect of cross-examination can provide more consternation, self-doubt and sleeplessness than a teenage first date. And, with good reason. The purpose of cross-examination is for opposing counsel to find any little chink in your testimonial armor and exploit it to discredit you, your credibility, your honor, and ultimately, your professional viability. Still don't have your attention? Try this on for

size."No expert is immune to cross-examination. Whether it's their fees, their bias, their lack of familiarity with the facts, or their faulty methodology, every expert has an Achilles' heel. Through creativity, determination, and, above all else, hard work, you should be able to find it. Once you become adept at doing so, you will be able to destroy any expert, every time."This passage comes from the very text designed to teach attorneys how to "destroy" expert witnesses. If this doesn't grab you, I would strongly suggest you find a different field of practice. So, how does the expert witness proceed? Preparation, preparation, and more preparation. In addition, there are many sources of reference an expert can utilize to mitigate this "destructive" attitude. Steven Babitsky and James J. Mangraviti, Jr., have made it their quest to utilize their considerable trial experience to galvanize the expert community by providing just such resources. Their latest treatise, **CROSS-EXAMINATION: THE COMPREHENSIVE GUIDE FOR EXPERTS** is a marvelous example of just such a resource. Published in 2003, this book is destined to become an invaluable addition to an expert's library. In the Preface, the authors state, "This book has been written to be an expert's comprehensive and advanced guide to excelling at the art of responding to cross-examination." They have succeeded in high fashion. Like most of their previous offerings, the authors provide numerous examples of question and answer exchanges along with the requisite "lesson" from each exchange. The authors reserve 117 pages of this book for a chapter titled, "What Experts Can Expect To Be Asked on Cross-Examination," one filled with representative question and answer exchanges. These exchanges cover a variety of areas, which are the subject of hard-line questions an expert can expect. A few of these areas are bias, qualifications, prior testimony and writings, honesty and credibility and interaction with retaining counsel. Each of these potential lines of impeachment is covered with various question and answer examples and the requisite lesson. This chapter is probably one most experts will want to revisit when preparing for difficult cases or when facing an attorney with a reputation for being hard on experts. The last chapter of the book is reserved for what the authors describe as becoming a dangerous expert. This is defined as "an expert who is highly resistant to cross-examination and who is able to take advantage of the opportunity to turn the tables on opposing counsel." The dangerous expert is one who concerns opposing counsel, who produces very few positive results for opposing counsel and who can easily trigger a backfire to opposing counsel on cross-examination. These experts are deemed uncommon and in high demand. Albeit the shortest chapter in the book, it is one of the most powerful. As advertised, this book is comprehensive at 399 pages however, don't let the length of the book fool you. It flows very smoothly and is absorbing with the voluminous question and answer passages. The chapters contained in this book are: Chapter 1 - Introduction and Executive Summary Chapter 2 - How an Attorney Prepares to Cross-Examine an Expert Chapter 3 - How to Prepare for Cross-Examination Chapter 4 - How Jurors Perceive Cross-Examination of the Expert Chapter 5 - Advanced Cross-Examination Techniques for Experts Chapter 6 - What Experts can expect to be asked on Cross-Examination Chapter 7 - Legal Limitations to the Scope of Cross-Examination Chapter 8 - Defeating Counsel's Cross-Examination Tactics Chapter 9 - How to Answer Trick and Difficult Questions Chapter 10 - How to Become a Dangerous Expert Witness The only criticism I have for this offering would be Chapter 7 - Legal Limitations to the Scope of Cross-Examination. This chapter provides a variety of case citations relative to a variety of situations and reads more like a legal textbook than the rest of chapters. That said, it will provide the expert with case cites relative to specific situations that an expert could use in testimony. As stated in the opening, it is my belief this book is destined to become a staple in any expert's library. Once read, it will provide an invaluable reminder to every expert when preparing for a trial or deposition.

The ultimate measure of every expert is how well the expert performs during cross-examination. SEAK's new text, **Cross-Examination: The Comprehensive Guide For Experts** will help experts quickly and efficiently master the art of responding to each and every cross-examination question truthfully and artfully. Experts will learn how to prepare for, anticipate, recognize, and effectively deal with counsel

About the Author Steven Babitsky and James J. Mangraviti, Jr. are both former litigators who have trained thousands of expert witnesses. They are the co-leaders of the annual National Expert Witness Seminar, have co-authored numerous texts on expert witnessing including *The A-Z Guide to Expert Witnessing*, *Cross-Examination: The Comprehensive Guide for Experts*, *National Guide to Expert Witness Fees and Billing Procedures*, *How to Excel During Cross-Examination: Techniques for Experts That Work*, *How to Excel During Depositions: Techniques for Experts That Work*, *Writing and Defending Your Expert Report: The Step-by-Step Guide with Models*, *How to Become a Dangerous Expert Witness: Advanced Techniques and Strategies*, and *The Biggest Mistakes Expert Witnesses Make: And How to Avoid Them* and have co-produced several educational DVDs for expert witnesses. Steve and Jim currently serve as principals of SEAK, Inc. a national continuing education firm specializing in training, consulting, and services for expert witnesses of all specialties.