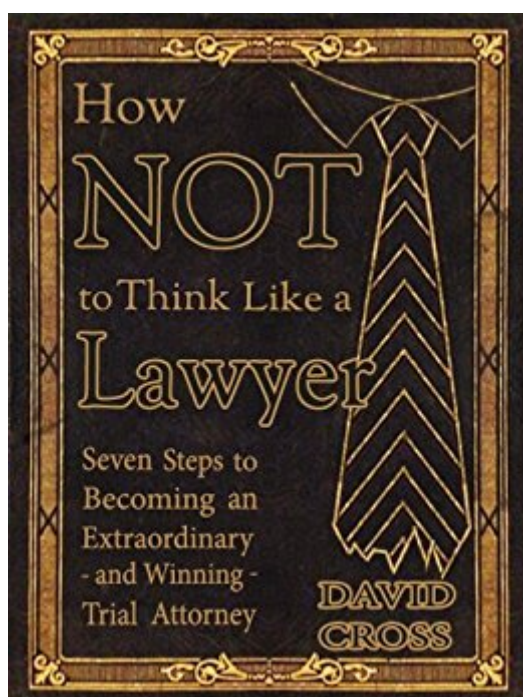


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How NOT To Think Like A Lawyer: Seven Steps To Becoming An Extraordinary - And Winning - Trial Attorney



Synopsis

David Cross has tried hundreds of cases and teaches trial practice. This book, written in a witty and engaging style, tells you in specific detail what you need to do in order to become successful in court. David will discuss the specifics of Voir Dire; Opening Statement; Cross Examination; Evidence; Closing Argument; and numerous other specific aspects of trial practice. He will also tell you why you should forget everything you learned in law school, and ignore 90% of the advice you receive. Thousands of people have purchased this book as a part of Mr. Cross' successful course. Now, for the first time, it is offered to the general public.

Book Information

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Customer Reviews

This book is a "must-read" for both rookie and veteran attorneys alike, particularly those who want to improve upon their cross-examination skills. It has been an invaluable resource for me and others within my office as public defenders. Coming from corporate law, I had no idea how to cross-examine effectively or how to even approach the trial preparation process when I changed jobs. This book debunked a lot of the mystery (and quite frankly, the abject terror) when it came to my first trial, thanks to Mr. Cross' logical and easy-to-understand strategies, often illustrated through

some of his entertaining war stories. His language is clear, concise, and enjoyable to read (much unlike most of the books I remember from law school). One of the things I appreciate the most about the book is the section dedicated to preliminary hearings and other pre-trial proceedings. Many of the books I looked at for the answer to, "So...how do I try a case?" focused exclusively on the trial itself, completely ignoring everything up until trial. This wasn't overly helpful as I began doing preliminary hearings without the experience of doing trials to know how to focus my cross-examination. Mr. Cross has this covered and based on his advice, I've been able to be a better advocate by resisting the urge to object every single time the prosecutor may ask something questionable when the answer might be useful for trial and avoiding the needless bombardment of questions that are unlikely to be overly relevant later on down the road. (His example of the binocular focus power is quite apropos for PDs.) Another thing I really like is the pragmatic advice about how to interact with the jury to establish credibility and to humanize the client.

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