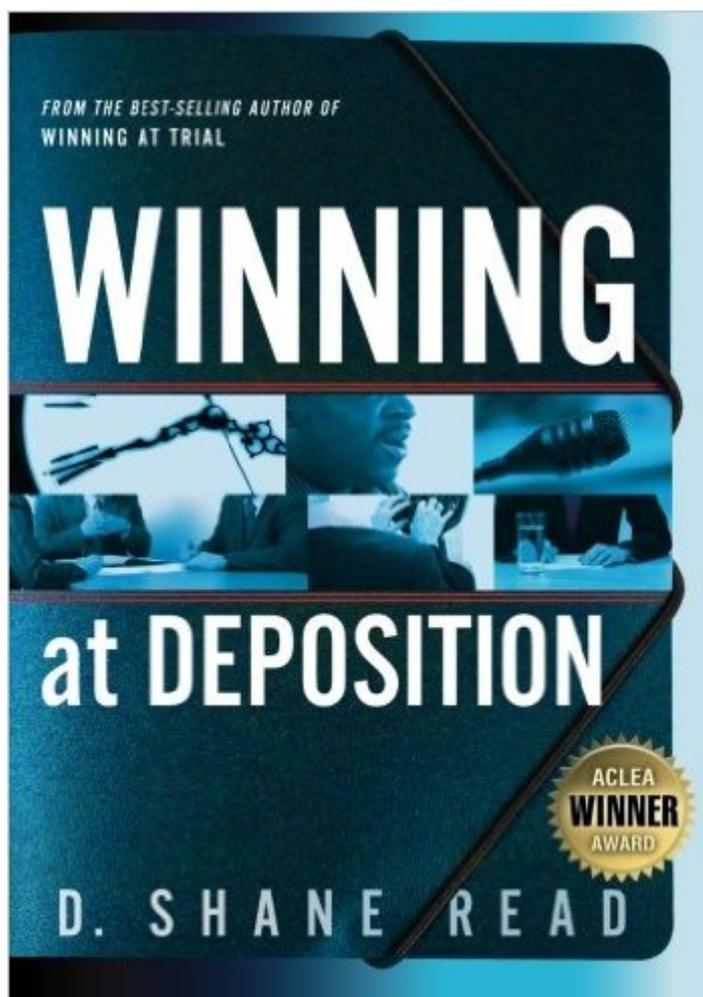


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# Winning At Deposition: (Winner Of ACLEA's Highest Award For Professional Excellence)



## Synopsis

Winning at Deposition won the highest award available for legal publications: ACLEA's Award for Professional Excellence. The book won first prize from a field of over 300 entries submitted by continuing legal education publishers from across the USA. Written by the best-selling author of Winning at Trial, this book shows beginning and experienced attorneys how to win at deposition every time. With the first chapter explaining all the ins and outs of taking and defending a deposition, the remainder of the book reveals strategies that will help every lawyer vastly improve his deposition skills. Discover why much of the conventional wisdom about depositions is completely wrong, learn how to beat an expert witness every time, get innovative advice on witness preparation, and master the secrets that guarantee success with argumentative lawyers and lying witnesses. Unlike any other book, this one teaches from transcripts and videos of actual depositions. You will learn from the skillful techniques---and memorable failures---that occurred at the most famous depositions of all time, those of President Bill Clinton, Bill Gates, and O.J. Simpson. It's all here, clearly explained in an easy-to-understand format. In addition, the book provides detailed analysis of video depositions located at the book's website [www.winningatdeposition.com](http://www.winningatdeposition.com).

## Book Information

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## Customer Reviews

I have been practicing law for 10 years and I am recognized as a Texas Super Lawyer and a Texas Rising Star in business litigation. I've taken and defended my fair share of depositions. I mention this because Winning at Depositions is not just for new lawyers. It is the most practical and useful

resource on the subject I have ever read. Mr. Read's unique format--using actual deposition and grand-jury testimony--makes understanding the principles as good as, if not better than, observing a live deposition. Winning at Depositions should be required reading of every Texas litigatorâ "young and old. My only regret is that I didn't read it 10 years ago.

Mr. Read comprehensively captures the art and science of taking, defending and preparing deposition testimony. Whether you are preparing to take the first deposition of your career, or just finished deposition number 1,000, this book is a valuable tool. For the beginning lawyer, "Winning at Deposition" gives important insight from a knowledgeable and experienced mentor. For the experienced lawyer, the book provides insight and equally helpful reminders about the deposition process. It is also useful for those "Wait, what just happened?" moments that we all encounter. Mr. Read blends experience with the right amount of humor in a skillful and easily understood fashion. The book is organized and each thought garners its own thorough section. Mr. Read also uses real-life examples from notorious deponents like Bill Gates, Bill Clinton and O.J. Simpson as well as several others. I have been a trial lawyer for over 20 years; have taken over 1,000 depositions - this book is directly useful and unequivocally impacts my practice.

Well as someone who is preparing pro se, this book is extremely helpful in understanding what will happen and why. It helps if you have some experience with the legal process as it meant for lawyers, but you don't need a law degree to understand it. If you pro se and even thinking about using a deposition as a discovery tool, then yes, it is worth every penny and then some.

This book provides an excellent practice guide for lawyers new to taking depositions. The checklists provide a great framework for the inexperienced. More importantly, the book analyzes many commonly overused and/or underused deposition techniques. Its critical approach to depositions enables the reader to be more organized and effective. I can honestly say that I believe this book will make me a better lawyer.

Pragmatic from the start. Featuring lists, acronyms, and excellent (succinct) case studies - this is a tremendous practical guide. Every new â "or- experienced litigation attorney should read this book. I particularly enjoyed the sections on common witness problems: pinning down slippery witnesses at their depositions, and impeaching a forgetful/ recalcitrant witness at trial when their testimony changes from deposition. Mr. Read also offers some practical empowerment-- (1) the trial attorney

needs a short summary for trial of the 3 truly critical areas of testimony (potential impeachment); a lengthy, elaborate regurgitation of the whole deposition won't be material to the jury and so it shouldn't be material to the advocate's preparation of every sub point. (2) Shortening for better clarity the list of steps needed for impeachment of a witness's later changed recollection -- the author pairs it down to the critical "ABC" steps. There is not a single chapter / page of filler in the book. The experienced advocate may be able to read a couple of the opening chapters more quickly. Even so this is a helpful library reference that I have already flipped back through in my first year of ownership. Highly recommended.

"Winning at Deposition" is an informative and straight-forward treatise by one of the leading experts in the field. Attorneys, expert witnesses and others involved in deposition practice will find it filled with practical guidelines and real-world examples. This book should be considered an indispensable component of every professional's library. Due Diligence in Business Transactions (Business Law Series); Representing High Tech Companies

This book is a cogent, and in fact, entertaining, guide to the art of the deposition. Interesting real-world examples and bullet-point "Practice Tips" throughout make this text immensely readable. The checklists, ready acronyms, and other organizational tools will be invaluable to the lawyer, no matter how seasoned, preparing for a deposition.

It is with some skepticism that I approached this book, since it seems there is little new out there on this subject. What a pleasant surprise Shane Read's book is! I've been involved in hundreds of depositions, but this book gave a number of thought-provoking tips and is well worth the investment!

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