

CROSS EXAMINATION

JUDGE CLEARY

A. **STRONG POINTS**

1. CLOSED END QUESTIONS - **CONTROL** TESTIMONY
2. GOOD OBJECTIONS - SHOWS ALERT!
3. OBJECTIONS SHORT AND TO THE POINT
4. USE OF EXHIBIT TO ENHANCE!

B. **WEAK POINTS**

1. FAILED TO CONFIRM FACTS FOR YOUR SIDE
2. **NEED TO WAIT** FOR JUDGE'S RULING BEFORE CONTINUING!

JUDGE GLADWIN

A. **STRONG POINTS**

1. GOOD TO USE LEADING QUESTIONS
2. GOOD OBJECTIONS
3. HIT THE "BIG" POINTS!

B. **WEAK POINTS**

1. DON'T "THANK" THE OTHER PARTY
2. KEEP QUESTIONS SIMPLE
3. GO INTO MORE DETAIL!

JUDGE THREET

A. **STRONG POINTS**

1. GOOD OBJECTIONS - SHOWS YOU ARE LISTENING!
2. GOOD SPECIFIC QUESTIONS
3. **GOOD TO REMIND WITNESS OF HIS OWN WORDS ON DIRECT!**

B. **WEAK POINTS**

1. DID NOT HAVE A **PURPOSE** FOR QUESTION.
2. DID NOT FOLLOW UP!
3. DID NOT **THINK WELL ON FEET!**
4. FAILED TO CONTROL WITNESS
5. DON'T QUIT ON QUESTION - JUST BECAUSE THERE IS AN OBJECTION