



**THE CENTER FOR AMERICAN
AND INTERNATIONAL LAW**
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**POZNER ON CROSS:
The Chapter Method of Cross-Examination**
A PROGRAM FOR THE DEFENSE

August 30, 2023

at The Center for American and International Law, Plano Texas

Presented by:



Larry Pozner, L. S. Pozner, PLLC, Denver, CO

This program is presented thanks to grant funds received from the Texas Court of Criminal Appeals and additional voluntary contributions. View a list of these individual contributions on our website.

Wednesday, August 30:

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| 8:00 a.m. - 9:00 a.m. | Check-In, Walk-In Registration
(Refreshments Provided) |
| 9:00 a.m. | Welcome & Introductions |
| 9:05 a.m. | The Science of Winning Through Cross-Examination <ul style="list-style-type: none">• Behavioral Economics: How People Take Shortcuts to Decisions• Cognitive Neuroscience: How the Brain Processes Information & Can Tire• Cognitive Psychology: How the Brain Prefers to Acquire Information |
| 9:45 a.m. | The Chapter Method of Cross Examination <ul style="list-style-type: none">• Chapters: The Easiest Shortcut to Winning Cross-Examinations• The Science of Chunking Information, including examples• The Mental Economics of Chapter Method Preparation & Presentation |

– AGENDA, continued –

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| 10:30 a.m. | Break |
| 10:45 a.m. | Chapter Bundles <ul style="list-style-type: none">• The Advantages of Telling Big Stories Through Linked Smaller Stories• Examples of Chapter Bundles |
| 11:15 a.m. | Constructive Cross Examination <ul style="list-style-type: none">• Methods & Advantages of Cross-Centered Preparation• How Constructive Cross-Examination Wins Cases• Asking Safe Questions When We Do Not Have The Fact in Discovery |
| 12:15 p.m. | Lunch (Provided) |
| 1:15 p.m. | Sequences of Cross-Examination <ul style="list-style-type: none">• Placing Chapters in A Persuasive Order• How To Begin & End The Cross• Staying on Track When Witnesses Evade |
| 2:00 p.m. | Cross-Examination Preparation Systems <ul style="list-style-type: none">• The Power of Asymmetrical Cross Examination• One & Done: Efficiently Building Chapters from Discovery• Sequence of Events Charts |
| 2:45 p.m. | Break |
| 3:00 p.m. | Page Preparation <ul style="list-style-type: none">• The Architecture of A Page of Cross• Page Format Samples• Preparing for Instant Impeachments |
| 4:00 p.m. | Questioning Techniques That Control The Witness <ul style="list-style-type: none">• Delivering Questions That Deprive The Witness Time To Deceive• Forming Questions That Shrink The Field of Evasion• Group Facts to Use The Opponent's Witnesses to Tell Our Stories |
| 4:45 p.m. | Adjourn |
| 4:45 p.m. - 5:45 p.m. | Networking Reception |

Larry Pozner (Featured Speaker)



Larry is a solo practitioner and trial consultant. He is a Past President of the National Association of Criminal Defense Lawyers and began his career as a Colorado Public Defender. He has long been recognized in Best Lawyers in America in civil “Bet the Company” litigation and in Criminal Law—both white collar and non-white collar. Pozner was trial counsel for many years for the Denver Broncos franchise and was part of the trial team that preserved Pat Bowlen’s ownership of the Broncos. He and a team of lawyers recently used these techniques to win and collect a \$111 million judgment against a national bank.

Rarely can we say that someone “wrote the book” on a subject. Even more unusual is a book that changes a profession. In this program both are true. Larry Pozner has long been recognized as America’s authority on modern cross-examination. Pozner’s book **Cross Examination: Science and Techniques** (Lexis 3rd edition 2018, Pozner and Dodd) and his resulting seminar **Pozner on Cross: The Chapter Method** revolutionized our profession’s view of the purposes and methods of modern cross.

Pozner on Cross: The Chapter Method, is an innovative and highly entertaining program that teaches the most efficient method to draft and deliver winning cross-examinations. For more than 25 years this ever-evolving seminar has been America’s best-attended trial techniques program. **Pozner on Cross: The Chapter Method** builds on principles of neuroscience and behavioral psychology to fashion the most reliable and advanced techniques of cross. The seminar features a great many examples of the step-by-step techniques that train lawyers to recognize, write, and deliver powerful cross-examinations.

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