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FUNDAMENTALS OF THE ART OF CROSS-EXAMINATION. Robert MacFarlane â€“ Bereskin & Parr LLP . Aims of cross-examination â€“ Why do it? The objects of cross-examination of a non-expert fact witness include the following:

Fundamentals of the Art of Cross-Examination

The art of cross-examination with the cross-examinations of important witnesses in some celebrated cases by Francis Wellman of the New York Bar Project Gutenbergâ€™s The Art of Cross-Examination, by Francis L.

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THE ART AND PLAN OF CROSS PDF document - DocSlides- 1 - EXAMINATION 1 INTRODUCTION Cross - examination is a treacherous process, loaded with danger, as so many others have already eloquently stated. 2 Indeed, we hear, read and see so much about what d ID: 471007

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The Art of Cross-Examination by Francis L. Wellman - Free

1903. With the cross-examinations of important witnesses in some celebrated cases. Wellman, one of the great nineteenth-century trial lawyers, made his reputation in the musty New York courtrooms of the 1880s and 1890s as assistant corporation counsel and assistant district attorney.

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That brings me to the second golden rule, expressed in the truism that the art of cross-examination is not the art of examining crossly. It is a huge mistake to inject a degree of scorn or passion into your questions in the hope that that technique will fool your tribunal, be they judge or jury.

The art of cross examination by Nigel Pascoe QC

Page 2 of 3. Cross-Selling Techniques 1. When you cross-sell, you offer the customer a product or service _____ to whatever they are already buying.

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