

The background of the slide features a large, stylized illustration of a balance scale, symbolizing justice and fairness. The scale is positioned on the right side, with its pans hanging from a horizontal beam. The entire scene is set against a dark brown, textured background.

The Trial Experts™

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COURTROOM
Presents
TESTIMONY

**Secrets to Success
in the Courtroom**

By Steve Ashlock

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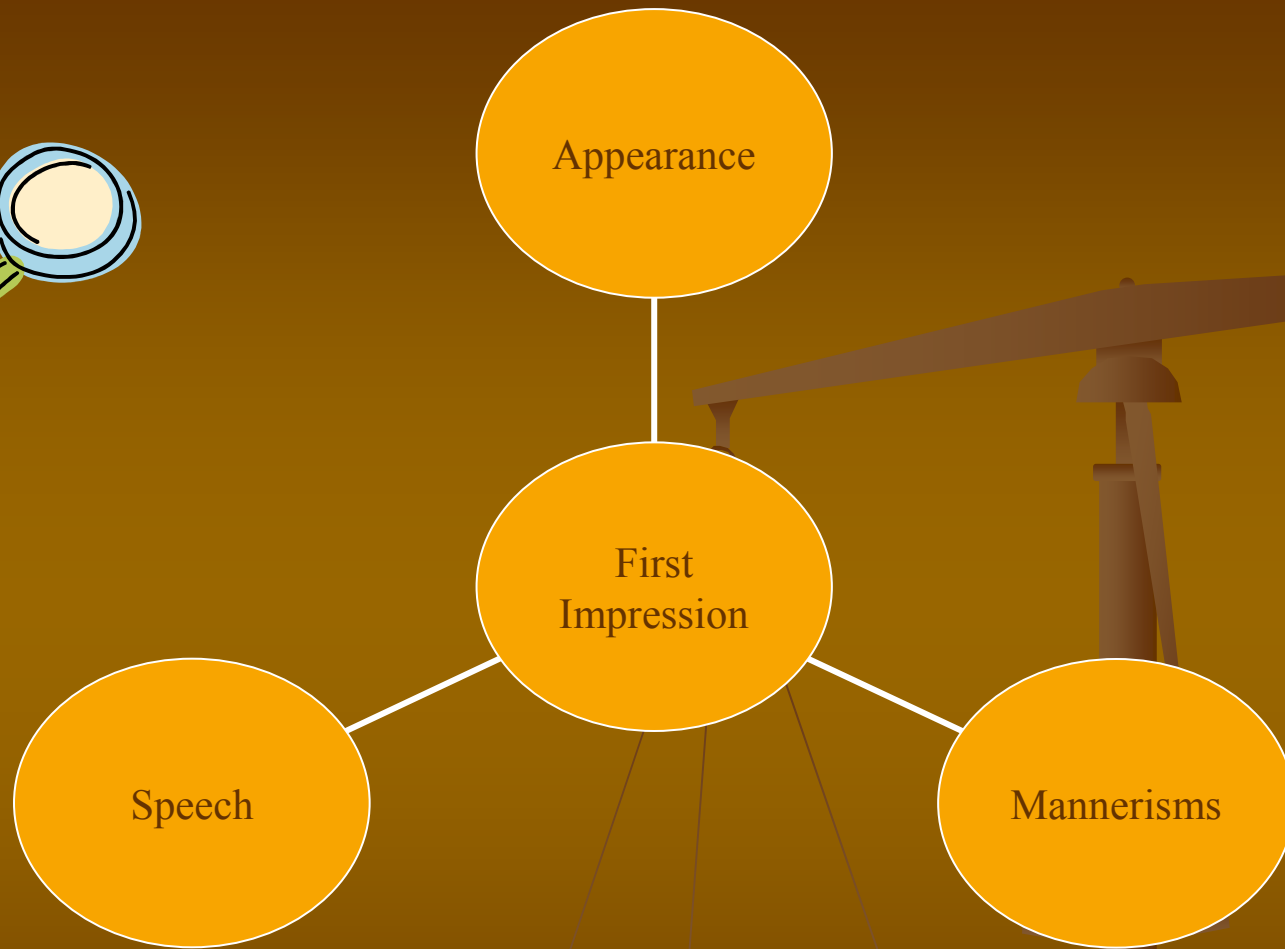
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Credibility

- Credibility is Believability!

*Presenting evidence as an
Expert Witness necessitates
PROFESSIONALISM.*

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Physical Appearance

- Look Sharp & Fresh
- Be Conservative
- Well Groomed
- The Three Second Test

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Proper Attire

- Proper attire may vary slightly from one profession to another. Unless your profession requires you to wear a uniform, stay within these guidelines.
- Suit/Jacket
- Shirt
- Slacks
- Shoes
- Accessories
- Tattoos & Piercings

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Three Second Test

Ladies



Gentlemen



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Body Language

- *How the Jurors perceive a Witness will be the filter in which they listen to the testimony, ultimately effecting the dynamics of their decision.*
- Eye Contact
- Posture
- Hand Movements
- Composure
- Confidence

Voice Diction & Projection

- *One's perception of another's intelligence is directly related to the way they speak.*
- Pronunciation
- Expressive
- Articulation
- Terminology

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Presenting Effective Evidence

- Be Well Rehearsed
- Claim Your Territory
- Face the Jurors
- Maintain a Balanced Stance
- Establish Hierarchy
- Lean Forward
- Expand Your Gestures
- Create Drama

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Exhibits

EVIDENCE

```
graph TD; EVIDENCE --> A[High Visual Impact]; EVIDENCE --> B[Visuals Need Interpretation]; EVIDENCE --> C[Illustrates the Story];
```

High Visual
Impact

Visuals Need
Interpretation

Illustrates
the Story

The object of an exhibit is to sell a particular idea.

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Types of Evidence

- Maps
- Timelines
- Chronologies
- Graphs
- Flow Charts
- Schematics
- Diagrams
- Documents
- Photos
- Video
- Animated Graphics
- Exhibit Boards

Practice... Practice... Practice!

Practice... Practice... Practice!

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A light orange cloud-like shape with a dark orange outline, containing the word "Tip" in a serif font.

Tip

5 Key Elements

- Ask yourself, “What does the arbitrator, the judge or the jurors have to know in order to give a verdict.”
- No matter how complicated a case might be, no case should have more than 5 Key Elements.

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A large, faint, brown-toned illustration of a balance scale is positioned in the background on the right side of the slide. The scale is tilted, with the right pan being higher than the left pan.

Answering Questions

What To Do

- Listen carefully to the question.
- Answer objectively to only what you are asked.
- Maintain eye contact.
- Use gestures to emphasize and anchor message.
- Answer in simplified, concise terminology.

What To Avoid

- Industry jargon
- Being too technical
- Speaking too softly
- Self-touching gestures
- Dishonesty
- Being arrogant
- Getting emotional
- Personal opinions
- Other people's territory

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Tip

How to Answer

■ Ambiguous Questions

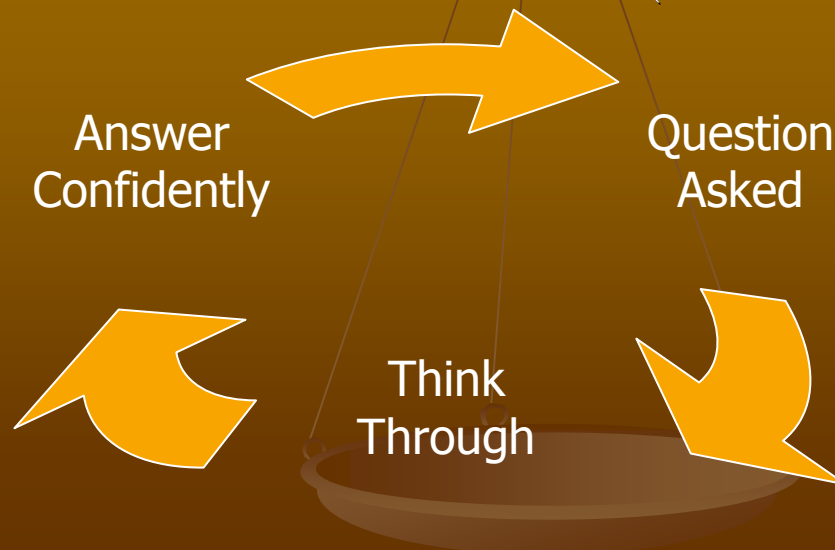
Ambiguous questions have double meaning; therefore, no matter how you answer...the opposition can turn it around on you.

Solution: Request clarification or ask the counsel to rephrase the question.

■ Two-part Questions

Two-part questions are usually asked because one part is true and the other is false.

Solution: Only answer one part at a time. Simply state, "Since that was a two-part question, let me answer the (first/second) part first."



Opinions

POSTURE

Lean Forward = Persuasion

Upright Position = Noncommittal

Lean Away = Skepticism/Hesitation

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Conclusions

*Do not give your personal opinion;
instead say, “In my professional
findings, I have concluded....”*

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Courtroom Etiquette

- **Be on Time**
 - **Be Respectful**
 - **Be Polite**
 - **Be Honest**
 - **Be Fair**
 - **Be Prepared**
 - **Be Organized**
 - **Be Focused**
- *You are not allowed to speak with jurors outside the courtroom...only give a polite nod.*
 - *Etiquette by itself isn't likely to win the case, but lack of it will surely hurt!*

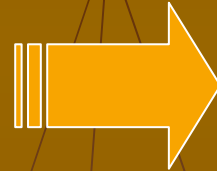
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Tip

For the Novice

If you are a new
EXPERT WITNESS
and unfamiliar with
the proper
COURT PROCEEDINGS



- Go to a courtroom
- Sit in on a trial
- Observe
- Take notes

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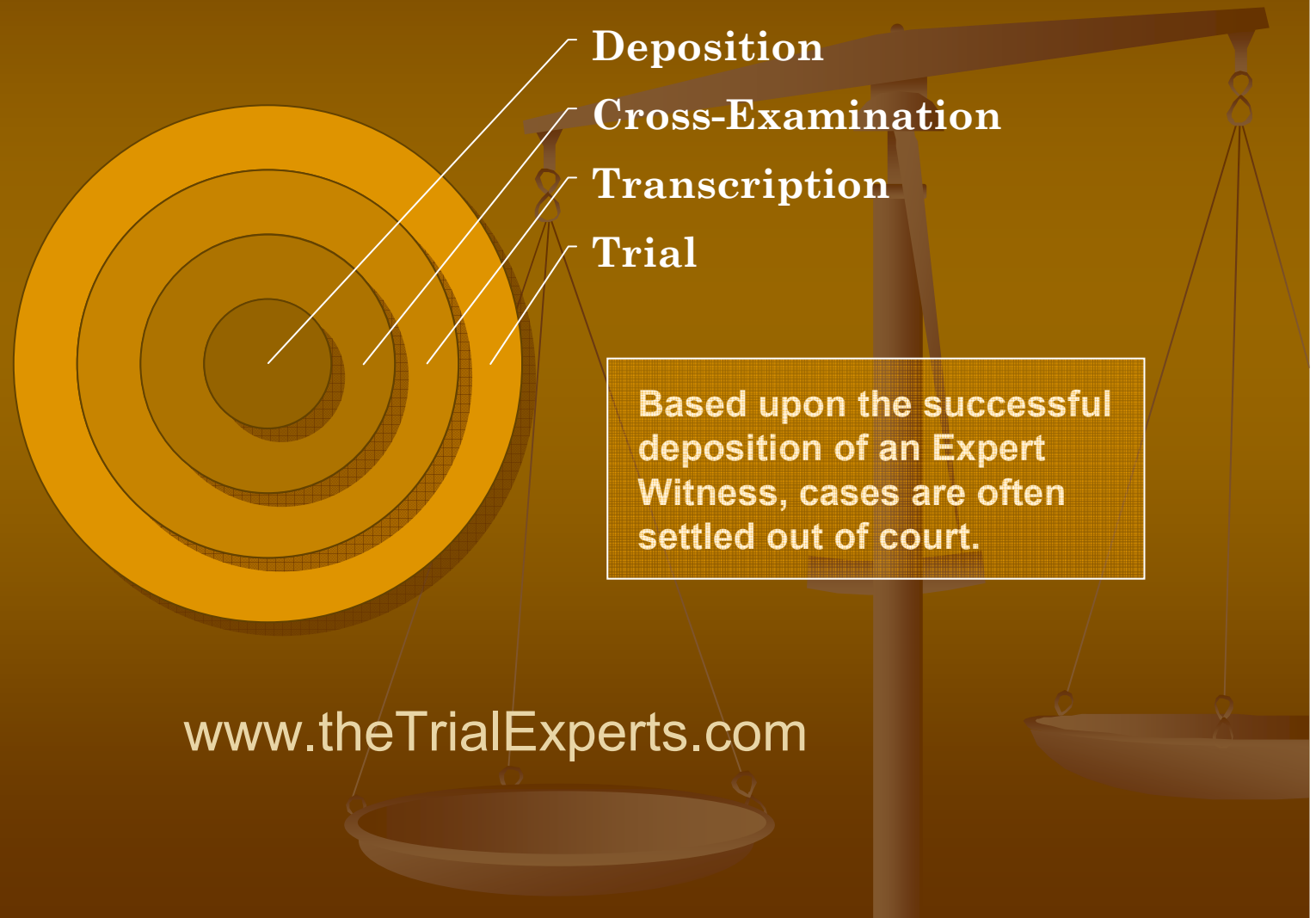
Depositions

- It is an exchange of information and evidence through interrogatories (written questions).
- All testimonial statements are under oath.
- Witness will be cross-examined by opposing side.
- It may be done by transcript, video tape, or both.
- Discrepancies may be used by opposition to discredit witness' testimony during the trial.
- Be prepared to submit documentation to support your testimony.

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Discovery



The Business

- Get it in Writing
- Establish a Minimum
- Ask for a Retainer
- Implement a Cancellation Fee
- Review Your Rates

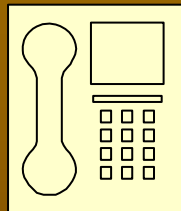
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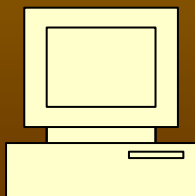
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