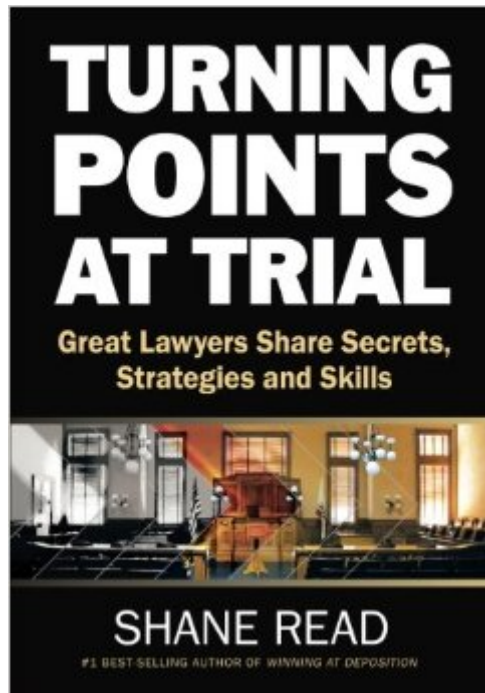


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Turning Points At Trial: Great Lawyers Share Secrets, Strategies And Skills



Synopsis

Thirteen of the greatest lawyers in the country, such as Bob Bennett, Alan Dershowitz, Mark Lanier, and Bryan Stevenson, share with you the powerful secrets from their most interesting cases, from depositions to trials to appeals. Take their techniques and apply them immediately in your practice. Unlike other textbooks, *Turning Points at Trial* uses actual litigation battles that are memorable, not boring hypothetical classroom examples. There are also 447 tips summarized in chapter checklists. In addition, the book's website has related audio and video clips that enhance the lessons that are taught. Today's most successful lawyers benefit from the wisdom described in this book and now you can too. The book is divided into seven parts: opening statement, direct examination, cross-examination, cross-examination of the expert witness, closing argument, deposition, and appellate oral argument. In each part, there are chapters that profile an attorney famous for his or her skills and an analysis of court transcripts where that skill was displayed. For example, chapter one features Mark Lanier, who has achieved nationally recognized record-setting jury awards. Lanier candidly reveals his strategies and secrets for creating a spellbinding opening statement. The author, an accomplished trial attorney and highly acclaimed teacher, then extensively analyzes a court transcript from one of Lanier's famous trials so you can learn the building blocks for an opening statement and apply Lanier's techniques at your next trial. At the end of the chapter, there is a checklist that summarizes Lanier's tips. Other chapters feature highly acclaimed lawyers such as Alan Dershowitz who explains the key to a successful cross-examination and Lisa Blatt, the woman with the most appearances before the U.S. Supreme Court, who shares her secrets for a successful oral argument. In short, this book will teach you everything you need to know from deposition to trial to appellate oral advocacy from the finest lawyers in the USA.

Book Information

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Customer Reviews

My favorite professor in law school was Hayford O. Enwall, a retired Federal prosecutor who had a "war story" to illustrate every point of law he covered in each of his classes. I believe that learned more about the practice of law from Professor Enwall than I did from all my other professors combined. At least since the time that Plato wrote his dialogs, we have been teaching by telling stories, and it is an effective way to get one's point across. Shane Read has chosen the method of story telling to illustrate important principles of trial advocacy, and the result is both informative and entertaining. He takes each aspect of the lawyer's craft and tells the story of how a master craftsman performed brilliantly. He begins with a short biographical sketch of the actor, introduces the case, discusses the issues, uses excerpts from the transcript of the trial to show how the lawyer achieved a stunning victory, and then interviews the lawyer to gain insight into the lawyer's strategies and tactics. The cases are interesting; the issues are important; the victims are worthy of empathy; the villains are villainous; and the heroes are heroic. I got the book day before yesterday and planned to take my time and read a chapter now and again in my spare time. After I read the first chapter, I set the project I was working on to the side and finished the book this afternoon. I won't say that it was as gripping as a David Baldacci thriller, but it certainly had me hooked. The stories were moving. Chapter 5 in particular, which dealt with a rape prosecution, was difficult to read. I handled sexual assault cases during all 32 years of my active practice and prosecuted a steady stream of them for about 15 years. That chapter brought back too many unpleasant memories.

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