

2025 Train the Trainers Workshop
October 22-23, 2025
Chapel Hill, NC

Elements of Effective Cross-Examination¹

1. Prepare
2. Plan
3. Advance Theory of the Case
4. Undercut Prosecution's Theory
5. Know the Inconsistencies
6. Determine Objective of Each Cross
7. Each Question Must Have a Purpose
8. Elicit Favorable Facts First
9. Control the Witness
 - a. Ask Only Leading Statements (Questions)
 - b. Ask Only One-Fact (not conclusions) Statements (Questions)
 - c. Short, Plain Unambiguous Statements - No Qualifiers, Adjectives or Weasel Words
 - d. Get Your Yes/No Answer
10. Listen, Listen, Listen
11. Seize and Loop
12. Maintain Eye Contact
13. Impeaching with Prior Inconsistent Statement (Recommit, Accredit, Contrast [RAC])
14. Achieve Your Objective(s) and Get Out

¹ This list is not meant to be exhaustive, but is provided for use in the small group breakouts of the Train the Trainers Workshop.