

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

Selected Learning Objectives

Attorney-Client Relations and Interviewing Skills

Plenary: At the conclusion of the plenary, participants will:

1. Know and understand the importance of respect and trust in the attorney-client relationship and techniques for developing them.
2. Know critical information that needs to be conveyed to the client.
3. Know critical information that can be obtained from the client.
4. Know and understand interviewing and conversational techniques that facilitate successful communication with the client.

Workshop: At the conclusion of the workshop, participants will:

1. Be able to use interviewing and conversational techniques that promote the development of respect and trust.
2. Be able to use interviewing and conversational techniques that effectively provide important information to the client, obtain important information from the client, and otherwise promote successful communications and relations with the client.

Cross-Examination/Impeachment/Evidence

Plenary: At the conclusion of this session, participants will:

1. Know and understand that the goals of cross-examination, as well as the questions asked and language used, are determined by the theory of the case and supporting themes.
2. Know and understand techniques for effective cross-examination (chapters, transitions, use of “theory and theme language,” sequence, pace, leading questions, one-fact questions, looping).
3. Know and understand techniques for impeachment with prior inconsistent statements and with omissions.
4. Know and understand the proper use of demonstrative evidence and the admission of evidence on cross-examination.

Workshop: During and after this workshop, participants will:

1. Be able to articulate what they want to accomplish with their cross-examination, and how it advances their theory of the case.
2. Be able to make use of techniques for the effective cross-examination of a

government witness that advances the theory of the case and themes.

3. Be able to effectively impeach a witness with a prior inconsistent statement and an omission.

4. Be able to effectively use and get evidence admitted during cross-examination.