

Great Adverse Depositions

with

Robert Musante

September 25, 2020

by Live Zoom Webcast

Approved by the Alabama State Bar for 4 CLE hours

Fast-paced and highly entertaining, this program provides practical lessons in the mechanics of cross-examination brilliantly analyzing the most important teachable aspect of civil litigation. It has garnered rave reviews from previous attendees and litigators nationwide.

Samford University
Cumberland School of Law



Robert Musante

Robert Musante is the nation's foremost teacher of deposition cross-examination. He has taught the logic essential to taking great adverse depositions - of fact witnesses and experts - to more than 50,000 litigators in 43 states. He has made in-house presentations to the attorneys-general of 11 states and to the partners and associates of 100+ litigation law firms.

More than any other aspect of pre-trial litigation, the skill attorneys wield when taking the deposition of the opposing party most dramatically impacts case outcome, whether that outcome is obtained through a settlement or a trial.

This seminar wastes no time on entry-level wisdom, code chatter, idiosyncratic war stories, or tired maxims. Instead, using video clips from high-profile cross-examinations, it brilliantly teaches how to take adverse depositions as never before...the right way: as an intellectually rigorous discipline.

AGENDA

8:10 a.m. Civil Litigation 101: Best Case Theory

- Battleship Questions: Getting Deponent's Story
- 4 Nearly-Everybody-Agrees Deposition Rules
- Grand Unified Theory of Deposition Cross-Examination
- The Stupidest!! Deposition Orthodoxy
- Deposition Whack!
- Famous Q&A (59 questions) Analyzed
- 7 Advantages: Deposition vs. Trial Cross-Examiner
- The Most Important Teachable Litigation Skill

9:30 a.m. Break

9:40 a.m. Rule re: Leading Questions vs. Non-leading at Depo & Trial

- Exceptions to the Leading Question Rule
- Getting All Adverse Deponents to "Yes!"
- Using Rhetoric to Intensify Arguments & Craft Risk

- When the Truth is Not Nearly Enough
- Bluffing Adverse Deponent Into an Admission
- "Every" Deposition Cross-Examiner's Chief Flaw
- Analysis of a "Superstar" Litigator's BIG-time Depo

11:00 a.m. Break

11:10 a.m. Analysis of a "Superstar" Litigator's BIG-time Depo (cont.)

- Firewalling Introduced
- Crafting Interrogatory-like Questions
- Employing Universal & Nail-Down Terms
- Enumeration
- Looping & "Giving" Deponent a Chance to Escape
- An Amateur Questioner Using Rhetoric and Doing it Right!
- Summary of the Teaching Points

12:30 p.m. Conclusion

Speaker Will Remain Online for Q&A

REGISTRATION

September 25, 2020 by Live Zoom Webcast Only

Registration Fee: \$199 | Two Registration Options:

Online at samford.edu/go/cle or mail the registration form to:
Cumberland School of Law Continuing Legal Education
800 Lakeshore Drive | Birmingham, AL | 35229

Zoom link and course materials will be sent 48 hours prior to seminar.

Mr./Ms. Name _____
circle First MI Last

Alabama State Bar # (required) _____

Firm/Agency Address _____

City _____ State _____ Zip Code _____

Phone _____

E-mail (required) _____

Cumberland School of Law Alumni Yes No

Check (payable to Cumberland CLE) Check # _____

Visa MasterCard Discover Exp. Date _____

Card Number _____

Security Code _____ (3-digit code)

Name on Card _____

Signature _____

CLE credit: Approved for 4 hours of CLE credit by the Alabama State Bar. Also approved for CLE credit in Mississippi.

Cancellations and refunds: Prepaid registration fees will be refunded up to 48 hours before the beginning of the seminar.