

# California Trial Advocacy 2016

San Francisco, Live Webcast and [www.pli.edu](http://www.pli.edu),\* August 3, 2016

## Why You Should Attend

If you think you will ever try a case, or if you want to do better the next time you are in trial, then this is the program you have been waiting for. In this full-day program, some of the most experienced trial lawyers in California will talk about the best way to prepare and present a case to a jury. We will cover what you need to do before the trial begins, in limine motions, jury selection, opening statements, witness preparation, direct and cross examination, experts, and closing arguments. The training is designed for advocates with limited trial experience, but lawyers at all experience levels should benefit from this training. The panelists are noted experts in trial advocacy who have each tried multiple cases to verdict.

## What You Will Learn

- Tips for properly preparing your case for trial
- Use of deposition testimony at trial
- Tactical considerations in preparing in limine motions
- Tips on how to best use your limited peremptory challenges
- Pointers on how to prepare witnesses for trial
- Effective ways to deliver opening statements and closing arguments
- Tips for navigating the dangerous seas of expert witnesses

## Who Should Attend

Lawyers who want to be well-prepared for their first trial or more experienced trial lawyers who want to be better prepared for the next one.

9:00

**Program Overview and Introductions**

***Arturo J. González***

9:15

**Preparing Your Case for Trial, Including Motions in Limine/Deposition Designations**

If your case is not properly prepared, even the best trial lawyer will have problems. This session provides an overview of things that you need to do and consider before you arrive to try your case, including strategic considerations and practical tips regarding motions in limine and deposition designations. What evidence should you seek to exclude? When and how do you designate deposition testimony?

***Joan M. Haratani (Moderator); Brendan P. Glackin, Robert J. Romero***

10:15

**Direct Examination; Trial Objections**

This session will offer tips on witness preparation, how best to organize and outline your direct examinations, pointers on how to get documents into evidence during direct, and a discussion of key trial objections to make during a direct-examination.

***Donald W. Carlson (Moderator); Robert S. Arns, Wilma J. Gray***

11:15

*Networking Break*

11:30

**Jury Selection**

What can you say to jurors during jury selection? What do trial lawyers look for when representing plaintiff or defendant? Should you use jury questionnaires? What written questions should you submit to the court?

***Carrie Mason (Moderator); James J. Brosnahan***

12:30

*Lunch*

1:30

**Opening Statements and Closing Arguments**

How do you prepare and deliver opening statements and closing arguments that *propel* jurors to the result you want? This session, which relies on real world examples from opening and closing statements, will discuss how you can persuade jurors through the use of storytelling and visual illustrations, even when your trial presents abstract or technical concepts.

***Michael J. Pérez (Moderator); Nanci L. Clarence, G. Christopher Ritter***

2:30

**Expert Witnesses and Getting Documents into Evidence**

How do I find the right expert? Can you exceed scope of expert report or expert deposition? How can you effectively cross-examine experts? How do you move documents into evidence and track their admission?

***Doris Cheng (Moderator); Peter H. Kang, Nancy E. Pritikin, Glen Stevick***

3:30

*Networking Break*

3:45

**Cross-Examination; Trial Objections**

This session will offer tips on witness preparation, how best to organize and outline your cross-examinations, and a discussion of key trial objections to make during cross-examination.

***Stuart Gasner (Moderator); Thomas J. Brandi, Heather S. Tewksbury***

5:00

*Adjourn*

## Faculty

### Chairperson

#### **Arturo J. González**

Chair, Commercial Litigation and Trial Practice Group  
Morrison & Foerster LLP  
San Francisco, California

---

#### **Robert S. Arns**

Partner  
The Arns Law Firm  
San Francisco, California

#### **Thomas J. Brandi**

Partner  
The Brandi Law Firm  
San Francisco, California

#### **James J. Brosnahan**

Senior Trial Counsel  
Morrison & Foerster LLP  
San Francisco, California

#### **Donald W. Carlson**

Senior Founding Partner  
Carlson, Calladine & Peterson LLP  
San Francisco, California

#### **Doris Cheng**

Partner  
Walkup, Melodia, Kelly & Schoenberger  
San Francisco, California

#### **Nanci L. Clarence**

Partner  
Clarence Dyer & Cohen LLP  
San Francisco, California

**Stuart Gasner**

Partner  
Keker & Van Nest LLP  
San Francisco, California

**Brendan P. Glackin**

Partner  
Lieff Cabraser Heimann & Bernstein, LLP  
San Francisco, California

**Wilma J. Gray**

Partner  
McNamara, Ney, Beatty, Slattery, Borges & Ambacher LLP  
Walnut Creek, California

**Joan M. Haratani**

Partner  
Morgan, Lewis & Bockius LLP  
San Francisco, California

**Peter H. Kang**

Partner  
Sidley Austin LLP  
Palo Alto, California

**Carrie Mason**

Senior Consultant  
JuryScope, Inc.  
Eden Prairie, Minnesota

**Michael J. Pérez**

Partner  
Pérez Wilson Vaughn & Feasby LLP  
San Diego, California

**Nancy E. Pritikin**

Partner  
Sheppard, Mullin, Richter & Hampton LLP  
Palo Alto, California

**G. Christopher Ritter**

Member and Chief of Visual Trial Strategy  
The Focal Point LLC  
Oakland, California

**Robert J. Romero**

Partner

Hinshaw & Culbertson LLP

San Francisco, California

**Glen Stevick, Ph.D., P.E.**

Principal, Senior Mechanical Engineer

Berkeley Engineering And Research, Inc.

Berkeley, California

**Heather S. Tewksbury**

Partner

WilmerHale

Palo Alto, California

**Program Attorney:** Christina Thompson