# **Index to Recipes**

AGNELLO ARROSTO	ANTIPASTI—Cont'd
Recipe, <b>253</b>	Marinated artichokes, 13
AGRAVE SYRUP	Olive spread, 19
Back in the saddle cocktail, 375	Parma ham, 11
Fernet with compari, 375	Prosciutto and melone, 11
•	Prosciutto crudo, 11
AMARETTO	Roasted peppers, 31
Apricot oatmeal chews, 325	Sausage and spinach omlette, 37
Bocce ball cocktail, 379	Serving tips, 15
Rice pudding, 323	Sweet and sour eggplant, 17
AMARETTO DI SARONNO	Tapenade, 19
Godfather (cocktail), 353	Toasted bread, 29
Godmother (cocktail), 355	Traditions, 16
	Translation, 15
AMARO	Vegetable omelet, 33
Translation, 323	APERITIF ANTIPASTI
AMERICANO (COCKTAIL)	Generally, 16
Recipe, 363	APERITIVO & DIGERENTE
ANTIPASTI	Generally, 341 et seq.
Generally, 11 et seq.	Amaretto di Saronno, 353, 355
Aperitif antipasti, 16	Americano, 363
Arrosto peperone, 31	Back in the saddle cocktail, 375
Bibliography, 448	Bartending tips, 5
Brushette, <b>29</b>	Bayorak cocktail, 371
Caponata, 17	Bellini
Carciofi antipasto, 13	Generally, <b>345</b>
Cauldo, 29 et seq.	baby bellini, 351
Cold and hot kinds, 15	two minute version, 349
Cold antipasto dishes, 11 et seq.	Bibliography, 447, 459
Diffusione di oliva, 19	Bocce ball cocktail, 379
Egg giambotta, <b>41</b>	Caffe shakerato, 365
Eggplant, sweet and sour, 17	Campari, this index
Freddi, 11 et seq.	Champagne, this index
Fried polenta or cornmeal, 45	Fernet branca, 369
Frittata ala Domenico, 39	Fernet con coca, 373
Frittata ala salsiccia e spinaci, 37	Fernet football, 377
Frittata ala tomasso vesper, 33	Fernet with compari, 375
Frittata cooking tips, 41	Godchild, 357
Ham and melon, 11	Godfather, 353
Hot and cold kinds, 15	Godmother, 355
Hot appetizers, 29 et seq.	Kina Lillet, 347
Insalata antipasto, 15	Limoncello, 367

Italian ham, 11

Marine Corps punch, 341

APERITIVO & DIGERENTE—Cont'd

Mint julep granita, 155

Navy grog, 343 Negroni, 359

Negroni Sbagliato, 361

Rum, this index

1775 fortitude rum punch, **341** Toasts to trial lawyers, **425 et seq.** 

Vesper martini, 347 Vin brule, 381 Vodka, this index Wine, this index

**APEROL** 

Godchild (cocktail), 357

**APPETIZERS** 

See Antipasti, this index

**APPLES** 

Jewish apple cake, 327

**APRICOTS** 

Amaretto apricot oatmeal chews, 325

ARROSTO PEPERONE

Recipe, 31

**ARTICHOKES** 

Varieties, 13

**BACCALA** 

Insalata di baccala, 295

BACK IN THE SADDLE COCKTAIL

Recipe, 375

**BAR TIPS** 

Generally, 5

**BASIL AND PINE NUTS SAUCE** 

Recipe, 121

**BAVORAK COCKTAIL** 

Recipe, 371

**BEANS** 

Broccoli rabe with sausage and beans, 215

**BELLINI (COCKTAILS)** 

Generally, 345

Baby bellini, 351

Two minute version, 349

**BEVERAGES** 

See Aperitivo & Digerente, this index

Index to Recipes-2

**BIBLIOGRAPHY** 

Generally, 447 et seq.

Antipasti, 448

Aperitivo & digerente, 447, 459

Carne, 455 Cheeses, 452 Dolce, 452, 458

Insalata, **456**Intermezzo, **452**La verdura, **454** 

Pasta, **450** Pesce, **454** 

Zuppa, 450

BITTER CAMPARI

Negroni, 359

**BLACKBERRIES** 

Intermezzo, 149

**BOCCE BALL COCKTAIL** 

Recipe, 379

**BOCCONCINI** 

Translation, 3

**BREAD** 

Brushette, 29

Grissini, 12

Panettone, 381

Pasta with walnuts and bread crumbs, 123

Role in Italian cuisine, 4

Toasted bread, 29

BROCCOLI RABE WITH SAUSAGE AND

BEANS

Recipe, 215

**CACCIATORA** 

Polo alla cacciatora, 251

**CACCIATORE** 

Translation, 252

**CAFFE SHAKERATO** 

Recipe, 365

CALAMARI POMODORA

Recipe, 185

**CAMPARI** 

Americano, 363

Back in the saddle cocktail, 375

Fernet with compari, 375

Negroni, 359

CAMPARI—Cont'd

Negroni Sbagliato, 361

**CAPERS** 

Tapenade, 19

**CAPONATA** 

Recipe, 17

**CAPRESE** 

Insalata caprese, 293

**CARDAMOM** 

Sherry cardamom granita, 161

**CARNE** 

Generally, 247 et seq.

Agnello arrosto, 253

Bibliography, 455

Chicken cacciatora, 251

Polo alla cacciatora, 251

Porchetta arrosto, 247

Roast leg of lamb, 253

Roast loin of pork, 247

Salsiccia con peperoni alla scaloppini, 249

Sausage cut thin with peppers, 249

Veal in tomato sauce, 255

Vitella scoloppini, 255

## CECI BEANS AND PASTA

Recipe, 67

**CETRIOLO** 

Translation, 289

**CHAMPAGNE** 

Bellini

Generally, 345

two minute version, 349

Granita, 159

**CHEESES** 

Bibliography, 452

**CHICKEN CACCIATORA** 

Recipes, 251

CHICK PEAS AND PASTA

Recipe, 67

**CICORIA** 

Insalata di cicoria e finocchio, 291

**CILIEGIO PEPE** 

Translation, 289

COD

Generally, 182

Salad with salted cod, 295

**COMPARI** 

Fernet with, 375

Sorbetto, 145

**CONCH** 

Salad with sliced conch, 299

**CON DI NOCI PASTA** 

Recipe, 123

**COZZE POMODORO** 

Recipe, 183

**CUCINA POVERA** 

Translation, 43

**CUTTLEFISH STEWED IN TOMATOES** 

Recipe, 185

DANDELION AND FENNEL SALAD

Recipe, 291

**DESERTS** 

See Dolce, this index

DIFFUSIONE DI OLIVA

Recipe, 19

**DIGERENTE** 

See Aperitivo & Digerente, this index

**DOLCE** 

Generally, 317 et seq.

Amaretto apricot oatmeal chews, 325

Amaretto rice pudding, 323

Bibliography, 452, 458

Granita, this index

Jewish apple cake, 327

Raspberry lemon tiramisu, 319

Zucatta cake, 321

DRINKS

See Aperitivo & Digerente, this index

EGG GIAMBOTTA

Recipe, 41

**EGGPLANT** 

Sweet and sour, 17

ESCAROLE AND BEANS

Recipe, 209

**FAGIOLINI** 

Translation, 66

**FENNEL** 

Dandelion and fennel salad, 291

FERNET BRANCA

Generally, 369

Back in the saddle cocktail, 375

Fernet with compari, 375

FERNET CON COCA

Recipe, 373

FERNET FOOTBALL

Recipe, 377

FERNET WITH COMPARI

Recipe, 375

FETTUCINE ALA RICOTTA

Recipe, 125

**FINOCCHIO** 

Insalata di cicoria e finocchio, 291

FIRE AND ICE SALAD

Recipe, 287

**FISH** 

See Pesce, this index

**FLORILEGIUM** 

Translation, 1

FRIED POLENTA OR CORNMEAL

Recipe, 45

**FRITTATA** 

Cooking tips, 41

FRITTATA ALA DOMENICO

Recipe, 39

FRITTATA ALA SALSICCIA E SPINACI

Recipe, 37

FRITTATA ALA TOMASSO VESPER

Recipe, 33

**FRITTO** 

Translation, 33

FUOCO E INSALATA DI GHIACCIO

Recipes, 287

**GELATO** 

Intermezzo, 143

Index to Recipes-4

**GIAMBOTTA** 

Translation, 41

**GIAMBOTTA ZUCCHINI** 

Recipe, 207

**GIN** 

Negroni, 359

Vesper martini, 347

**GINGER BEER** 

Back in the saddle cocktail, 375

Fernet with compari, 375

**GNOCCHI CON DOLCE PATATA** 

Recipe, 119

GODCHILD (COCKTAIL)

Recipe, 357

**GODFATHER (COCKTAIL)** 

Recipe, 353

**GODMOTHER (COCKTAIL)** 

Recipe, 355

**GRANITA** 

Champagne, 159

Grapefruit campari granita, 157

Intermezzo, 143

Lemone granita alla siciliano, 153

Mint julep granita, 155

Sherry cardamom granita, 161

White wine granita, 159

GRAPEFRUIT CAMPARI GRANITA

Recipe, 157

**GRISSINI** 

Translation, 12

**GROG** 

Navy grog, 343

**INSALATA** 

Generally, 287 et seq.

Antipasto insalata, 15

Bibliography, 456

Caprese, insalata, 293

Cetriolo, 289

Ciliegio pepe, 289

Dandelion and fennel salad, 291

Di baccala, insalata, 295

Di cicoria e finocchio, insalata, 291

Di polpo, insalata, 297

Fire and ice salad, 287

#### INSALATA—Cont'd

Fuoco e insalata di ghiaccio, 287

Insalata caprese, 293 Octopus salad, 297 Prosciutto in, 15

Salted cod, salad with, 295

Scungilli salad, 299

Sliced conch, salad with, 299

Tomato and mozzarella salad, 293

## **INTERMEZZO**

Generally, **143 et seq.**Bibliography, **452**Blackberries, **149**Champagne granita, **159** 

Compari sorbetto, 145 Gelato, 143

Gelato, 143
Granita, this index

Grapefruit campari granita, 157 Lemone granita alla siciliano, 153 Limoncello mint sorbetto, 147

Mint julep granita, 155

Sherry cardamom granita, 161

Sorbet, 143

Strawberry sorbetto, 151 White wine granita, 159

## **ITALIAN HAM**

Antipasti, 11

# JEWISH APPLE CAKE

Recipe, 327

## KINA LILLET

Vesper martini, 347

# KITCHEN TIPS

Generally, 3

#### **LAMB**

Agnello arrosto, 253

# LA VERDURA

Generally, **207 et seq.** Bibliography, **454** 

Broccoli rabe with sausage and beans, 215

Escarole and beans, 209 Giambotta zucchini, 207 Peperone con ripieno, 213

Rapini con salsiccia e fagioli, 215

Riso con la verza, 211
Savoy cabbage with rice, 211

Savoy cabbage with rice, Scarola con fagioli, **209** 

#### LA VERDURA—Cont'd

Stuffed peppers, 213
Summer vegetables, 211
Winter vegetables, 211
Zucchini stew, 207

#### LEMONE GRANITA ALLA SICILIANO

Recipe, 153

# LIMONCELLO

Recipe, 367

## LIMONCELLO MINT SORBETTO

Recipes, 147

# MACARONI

See Pasta in Italian Cuisine, this index

#### MARINATED ARTICHOKES

Recipe, 13

#### MARINE CORPS PUNCH

Recipe, 341

#### **MARTINI ROSSO**

Negroni Sbagliato (cocktail), 361

# MERLUZZO DI POMODORA

Recipe, 181

# **MINESTRONE**

Translation, 72

## MINESTRONE CON POLPETTE

Recipe, 71

#### MINT JULEP GRANITA

Recipe, 155

# MOZZARELLA

Tomato and mozzarella salad, 293

## **MUSSLES IN TOMATO SAUCE**

Recipe, 183

#### **MUTTON**

Agnello arrosto, 253

## **NAVY GROG**

Recipe, 343

# **NEGRONI (COCKTAIL)**

Recipe, 359

# **NEGRONI SBAGLIATO (COCKTAIL)**

Recipe, 361

#### **NOODLES**

See Pasta in Italian Cuisine, this index

**OATMEAL** 

Amaretto apricot oatmeal chews, 325

**OCTOPUS SALAD** 

Recipe, 297

**OLIVE SPREAD** 

Recipe, 19

**ORZO** 

Translation, 69

**PANETTONE** 

Translation, 381

**PARMA HAM** 

Antipasti, 11

**PARMESAN** 

Risotto alla zucca, 127

PASTA FAZOOL

Translation, 66

PASTA IN ITALIAN CUISINE

Generally, 105] et seq.

Bibliography, 450

Decorative shaped pasta, 108

Different functions, understanding, 113

Extruded, 107

Fancy shapes, 108

Irregular shaped pasta, 110

Long noodles, 105

Minute pasta, 109

Pesto sauce, 121

Ribbon cut. 106

Short-cut, 107

Spicy pasta, 117

Strand pasta, 105

Stuffed pasta, 110

Thyme butter recipe, 120

Tiny pasta, 109

Tubular, 107

Varieties of pasta, 105

**PASTA RECIPES** 

Basil and pine nuts sauce, 121

Con di noci pasta, 123

E ceci, 67

E fagiole, 65

Puttanesca, 117

With ricotta, 125

Risotto pasta with ricotta, 127

Sauce of the harlot, 117

Index to Recipes-6

## PASTA RECIPES—Cont'd

Walnuts and bread crumbs, pasta with, 123

#### PEPERONE CON RIPIENO

Recipe, 213

#### **PEPERONI**

Salsiccia con peperoni alla scaloppini, 249

#### **PEPPERS**

Chicken cacciatora, 251

Ciliegio pepe, 289

Egg giambotta, 41

Frittata ala Domenico, 39

Fuoco e insalata di ghiaccio, 287

Giambotta zucchini, 207

Origin and use, 31

Polo alla cacciatora, 251

Roasted peppers, 31

Salad uses, 15

Salad with salted cod, 295

Sausage cut thin with peppers, 249

Stuffed peppers, 213

Vitella scoloppini, 255

#### **PESCE**

Generally, 181 et seq.

Bibliography, 454

Calamari pomodora, 185

Cod. 182

Conch, salad with, 299

Cozze pomodoro, 183

Cuttlefish stewed in tomatoes, 185

Insalata di baccala, 295

Insalata di polpo, 297

Merluzzo di pomodora, 181

Mussles in tomato sauce, 183

Octopus salad, 297

Salad with salted cod, 295

Salad with sliced conch, 299

Squid stewed in tomatoes, 185

Tilapia con pomodora, 187

Tilapia with tomatoes, 187

Whiting in tomato sauce, 181

# PESTO SAUCE

Recipe, 121

## **POLENTA**

Fried polenta or cornmeal, 45

## POLO ALLA CACCIATORA

Recipe, 251

**POLPETTA, POLPETTINE** 

Translation, 72

**POLPO** 

Insalata di polpo, 297

PORCHETTA ARROSTO

Recipe, 247

**PORK** 

Roast loin of pork, 247

**PROSCIUTTO** 

Crudo, prosciutto, 11 Salad uses, 15

**PROSECCO** 

Godchild (cocktail), 357

**PUMPKIN** 

Risotto alla zucca, 127

RAPINI CON SALSICCIA E FAGIOLI

Recipe, 215

RASPBERRY LEMON TIRAMISU

Recipe, 319

RICE

Amaretto rice pudding, **323** Savoy cabbage with rice, **211** 

RICOTTA

Pasta with ricotta, 125

RISO, RISOTTO, RISONI

Translations, 69

RISO CON LA VERZA

Recipe, 211

**RISOTTO** 

Alla zucca, risotto, **127**Pasta with ricotta, risotto, **127** 

Zuccarrelli risotto, 127

ROASTED PEPPERS

Recipe, 31

**ROAST LEG OF LAMB** 

Recipe, 253

ROAST LOIN OF PORK

Recipe, 247

**RUM** 

Marine Corps punch, 341

Navy grog, 343

RUM-Cont'd

1775 fortitude rum punch, 341

**SALAD** 

See Insalata, this index

SALSICCIA CON PEPERONI ALLA

**SCALOPPINI** 

Recipe, 249

**SAUSAGE** 

Broccoli rabe with sausage and beans, 215

Omlette, sausage and spinach, 37

Peppers, sausage cut thin with, 249

SAVOY CABBAGE WITH RICE

Recipe, 211

**SCALOPPINI** 

Salsiccia con peperoni alla scaloppini, 249

SCAROLA CON FAGIOLI

Recipe, 209

SCOLOPPINI

Vitella scoloppini, 255

SCOTCH WHISKY

Godfather (cocktail), 353

**SCUNGILLI** 

Salad with sliced conch, 299

**SEAFOOD** 

See Pesce, this index

1775 FORTITUDE RUM PUNCH

Recipe, 341

SHERRY CARDAMOM GRANITA

Recipe, 161

**SNACKS** 

See Antipasti, this index

**SORBET** 

Intermezzo, 143

SOUP

See Zuppa, this index

**SPAGHETTI** 

See Pasta in Italian Cuisine, this index

SPICY PASTA

Recipe, 117

**SPINACH** 

Rice and spinach zuppa, 69

SPINACH—Cont'd

Sausage and spinach omlette, 37

**SPUMANTE** 

Negroni Sbagliato (cocktail), 361

**SOUID** 

Stewed in tomatoes, 185

STRAWBERRY SORBETTO

Recipe, 151

STUFFED PEPPERS

Recipe, 213

**SUMMER VEGETABLES** 

Generally, 211

**SWEET AND SOUR EGGPLANT** 

Recipe, 17

**SWEETPOTATO GNOCCHI** 

Recipe, 119

**SWEETS** 

See Dolce, this index

**TAPENADE** 

Recipe, 19

THYME BUTTER

Recipe, 120

**TILAPIA** 

Con pomodora, tilapia, 187

Translation, 187

**TIRAMISU** 

Translation, 319

TOMASSO VESPER

Frittata ala tomasso vesper, 33

**TOMATOES** 

Brushette, 29

Calamari pomodora, 185

Chicken cacciatora, 251

Cozze pomodoro, 183

Cuttlefish stewed in tomatoes, 185

Giambotta zucchini, 207

Merluzzo di pomodora, 181

Minestrone con polpette, 71

Mozzarella and tomato salad, 293

Mussles in tomato sauce, 183

Pasta e fagiole, 65

Pasta puttanesca, 117

Polo alla cacciatora, 251

Index to Recipes-8

## TOMATOES—Cont'd

Salad uses, 15

Salsiccia con peperoni alla scaloppini, 249

Sauce of the harlot, 117

Sausage cut thin with peppers, 249

Spicy pasta, 117

Squid stewed in tomatoes, 185

Tilapia con pomodora, 187

Veal in tomato sauce, 255

Vegetable omelet, 33

Whiting in tomato sauce, 181

Zucchini stew, 207

## **VEAL IN TOMATO SAUCE**

Recipe, 255

#### **VEGETABLES**

See La Verdura, this index

#### VERMOUTH

Americano (cocktail), 363

Negroni, 359

## VESPER MARTINI

Recipe, 347

## VIN BRULE (COCKTAIL)

Recipe, 381

# VITELLA SCOLOPPINI

Recipe, 255

## **VODKA**

Bocce ball cocktail, 379

Godmother (cocktail), 355

Limoncello, 367

Vesper martini, 347

#### WALNUTS

Pasta with walnuts and bread crumbs. 123

### WHITING IN TOMATO SAUCE

Recipe, 181

#### WINE

Bartending tips, 5

Bellini

Generally, 345

two minute version, 349

Vin brule, 381

White wine granita, 159

## WINTER VEGETABLES

Generally, 211

**ZUCATTA CAKE** 

Recipe, 321

**ZUCCA** 

Translation, 127

**ZUCCARRELLI RISOTTO** 

Recipe, 127

**ZUCCHINI STEW** 

Recipe, 207

**ZUPPA** 

Generally, 65 et seq.

Bibliography, 450

Chick peas or ceci beans and pasta, 67

Di spinaci e riso, 69

Minestrone con polpette, 71

Pasta e ceci, 67

Pasta e fagiole, 65

Spinach and rice, 69

# **Index to Trial Tips**

## ACCEPTANCE OF CASES

See Case Acceptance Decisions, this index

#### **ACCIDENTS**

Incident vs accident, effect of use of term on jurors, 219

Reconstruction

Generally, 47

expert use, 57

Scene investigation

Google Earth views, 51

preservation assumptions, 25

## AFFIRMATIVE DEFENSE TRAPS

Investigation and preparation, 21

#### **AGENTS**

See Designated Representative Depositions, this index

## ANCHORING THE EVIDENCE

Juries, this index

Memory, this index

Neurolinguistic programming approach, 267

Opening Statements, this index

PowerPoint use, 241

Real evidence, anchoring testimony with, 227, 270

Sound as anchor, 330

Storytelling and anchoring, 227

Videotape use, 330

## **ARGUMENT**

Direct examination advocacy opportunities, 257 Summation, this index

#### **ASSUMPTIONS**

Accident scene preservation, 25

Causation assumption errors, 22

Client history accuracy assumptions, 24

Dangers of assuming too much, 27, 76, 88

Drawings, scale accuracy, 26

Expert witnesses

background knowledge, 57

competence, 26

Incident reports, accuracy, 23

Juror understanding of key facts, 223

## ASSUMPTIONS—Cont'd

Liability assumption errors, 22

Life expectancy, 24

Police records accuracy and completeness, 23

Prior claims, 24

Real evidence admissibility, 282

Records accuracy and completeness, 23

Settlement assumption errors, 21

Witness statement consistency, 25

#### ATTORNEY'S FEES

Contingent fee representation, financing of costs, **52** 

#### **BIAS**

Generally, 336

Antiplaintiff, 336

Approaching juror biases, 338

ATLA jury bias project, 217

Attribution, 336

Availability, 202, 338

Belief perseverance, 337

Confirmation, 337

Defense exploitation of biases

client disabilities, 24

countering, 102

Focus group studies, 336

Frivolous lawsuit, 218

Hindsight, 217

Local bias affecting juror perceptions, 266

Medical examiners', 130, 132, 196

Mock jury use to identify, 191

Perceptions of jurors, local bias affecting, 266

Personal responsibility, 218, 336

Stuff happens, 218

Suspicion, 217

Understanding juror biases, 191

Victimization, 218

Voir dire questions revealing, 190

#### **BLUFFS**

Negotiation and settlement, 405

# **BUSINESS ENTITIES**

See Designated Representative Depositions, this index

## CASE ACCEPTANCE DECISIONS

Generally, 20 et seq.

Client history accuracy assumptions, 24

Decision tree approach, 20

Early investigation, importance, 57, 382

Expert witness costs considerations, 58

Liability assumption errors, 22

Mock jury case evaluations, 229

Preexisting conditions, 24

Prior claims, 24

Records accuracy and completeness, 23

Witness statement consistency assumptions, 25

#### **CAUSATION**

Assumptions about liability, 22

#### **CHAOS THEORY**

Demand letters, 405

Negotiation, 399

#### **CHARTS**

See Real Evidence, this index

#### **CHOICES**

Defendant's, accentuating, **340** Effect of use of term on jurors, **204** 

# **CLIENT AS DEPONENT**

Generally, 130 et seq.

Cliff notes for clients, 136

Credibility findings by medical examiners, 131

Demeanor improvement, 135

Diagrams use, 136

Disabilities questions, 134

Family member or friend support, 140

First language use, 138

Medical Examinations, this index

Notes, use of, 136, 142

Pain questions, 135, 137

Preparation

generally, **131**, **383** 

standard questions, 134

Prior injuries/conditions questions, 134

Representation at medical examinations, 131

Role-playing exercises, 139

Structured lists, 138, 142

Timeline conflicts, 137

Translation assistance, 136

Unasked question issues, 139

#### **CLIENT AS WITNESS**

Direct examination practice, 258

Preparation, 139

Index to Trial Tips-2

## **CLIENT CREDIBILITY ISSUES**

Generally, 196

## **CLIENT DEMEANOR**

Depositions, 135

Juror considerations, 199, 206

## **CLIENT DISABILITIES**

Defense exploitation, 24

## **CLIENT ESCORTS**

Medical examinations, 132

#### **CLIENT HISTORIES**

Generally, 51, 229

Accuracy assumptions, 24

Medical examination use, 133

Prior incident surprises, 134

#### **CLIENT MEETINGS**

Generally, 383

#### **CLOSING ARGUMENT**

See Summation, this index

## **CONSULTANTS**

See Juries, this index

#### CONTINGENT FEE REPRESENTATION

Costs, financing, 52

## **CORPORATIONS**

See Designated Representative Depositions, this index

#### **COSTS**

Conservation of trial costs, 54

Contingent fee cases, costs financing, 52

Defense cost estimates, assessing for settlement,

Discussing potential costs with clients, 56

Effective cost reduction methods, 63

Expert Witnesses, this index

Jury consultant use, 139

Notebooks, costs savings, 60

Rebuttal experts use, 55

Settlement, defense costs assessments, 385

Strategic cost management, 56

## **CROSS-EXAMINATION**

Generally, 300 et seq.

Abusing the witness verbally, 305

Abusive questions, 310

Aspersing questions, 306

Asserting personal opinions, 303

Badgering and burdensome conduct, 308

CROSS-EXAMINATION—Cont'd	CROSS-EXAMINATION—Cont'd
Bullying, 302	Three purposes, 313
Changing the subject, 313	Truthful witnesses, moral dilemma of crossing,
Contempt sanctions, 301	309
Crowding, 302	Types of cross-examinations, 313
Defense cross-examination tips, 314	Vocabulary bullying, 305
Delaying conduct, 308	DAMAGES
Direct examination distinguished, 256	Concentrating and developing claims, 202
Editorializing, 303	Day in the life videos, 264
Embarrassing questions, 304, 305	Expert witness use in wrongful death cases, 412
Emotions, controlling, 312	Human damages, jury understanding, 195
Ethical considerations, 300 et seq.	Opening statement treatment of damages issues
Evasive answers, dealing with, 306	227
Evidence rules	Outlining for settlement, 407, 412
generally, 300	
examples of violations, 310	DECISION TREES
Exhibits, anticipating cross-examination treat-	Case acceptance decisions, 20
ment, <b>271</b>	DEFENSE COSTS
Experts, 314, 332	Assessing for settlement, 385
Exscinding, 307	Assessing for settlement, 363
Good faith bases for questions, 301, 306	DEFENSE EXPERTS
Harassing a witness, 304	Reports, reviewing, 62
Illegal blocking, 307	DEFENSE MEDICAL EXAMINATIONS
Impeachment, this index	
Innuendo, 306	See Medical Examinations, this index
Interrupting answers	DEFENSE STRATEGIES
generally, 307	Anticipating, 97, 198
irrelevant or prejudicial responses, 307	Wedge strategy, countering, 329
Introducing unproven or irrelevant facts, 306	DEMONSTRATIVE EVIDENCE
Junk science, debunking, 201, 331 et seq.	
Laughing, 303	See Real Evidence, this index
Medical examiners, 314, 332	DEPOSITION PRACTICE
Misrepresenting facts or opinions, 306	Generally, <b>72 et seq.</b>
Nitpicking a witness, 304	After action planning, 74
Over-the-edge questions, 310	Bracketing measurement opinions, 79
Physical dynamics, 313	Case analysis preparation, <b>102</b>
Prejudicial responses, interrupting, 307	Cerebration tips, 73
Purposes, 313	Client as Deponent, this index
Reacting to testimony, 301	Common civil practice rules problems, 74
Repeating answers, 304	Commonsense standards of conduct questions,
Safe cross tips, 313	102
Sanctions, 310	Computerized, real time transcripts, 201, 332
Seven deadly sins of cross, 300	Deathstar deposition notice, 97, 163
Shouting, 302	Death star strategy, 93
Soft cross technique, 314	Defending depositions. See Client as Deponent.
Spiteful or shiftless conduct, 308	this index
Stopping irrelevant or prejudicial responses, 307	Defense strategies, 97
Surprising answers, reacting to, 304	Demeanor of deponent
Syntax bullying, 305	capturing, 77
Tactics for cross-examination control. 313	client as deponent. 135

DEPOSITION PRACTICE—Cont'd	DEPOSITION PRACTICE—Cont'd
Designated Representative Depositions, this	Synopsizing transcripts, 75
index	Touching all bases, 78
Dilatory discovery tactics, 101	Video depositions
Document use, 80	generally, 77
Domino principle, 76, 82	experts, 54
Evasiveness, preparing for, 103	medical examiners, 330
Exhausting the deponent's knowledge, 77	DESIGNATED REPRESENTATIVE (DCR)
Exhibit use, <b>75</b>	DEPOSITIONS
Fact vs opinion answers of lay witnesses, 78	Deathstar deposition notice, 97, 163
Federal protocols, 88	Duties, 94
Final questions, 77	Federal rules, <b>89</b>
Focusing tips, 73	Knowledge denials, 89, 95
Form of question, objections as to, 89	Production demands, 91, 93
Ground rules, 88	
Hall Standards, 90	DIAGRAMS
Impeachment material, preservation, <b>80</b> Instructions not to answer, <b>89</b>	See also Real Evidence, this index
Interruptions, 89	Scale accuracy assumptions, 26
Knowledge denials by representative deponents,	Settlement communications, 407
89, 95	DIRECT EXAMINATION
Law of the case issues, 73	Generally, 256 et seq.
Making and updating the plan, 73	Advocacy opportunities, 257
Measurement opinions, bracketing, 79	Anchoring, neurolinguistic programming
Medical examiner depositions, videotaping, 330	approach, 267
Miller mousetrap, 101, 163	Basic ABCs, 257
Nailing down bases, 78	Confidence instilling interaction, 258
Nonparty document production, 92	Cross-examination distinguished, 256
Notebooks, this index	Documents, reading into evidence, 264
Objecting to questions	Experts, order of examination, 259
generally, <b>74</b>	Integrating exhibits and demonstrative evidence,
form of question, 89	268
preservation, 89	Integrating visual and oral communication, 278
Obstructive tactics, 90	Interaction, confidence instilling, 258
Pin down questions, 77	Neurolinguistic programming approach to
Planning for the deposition, 73	anchoring testimony, 267
Preparation	Practice with the witness, 258
client as deponent, 131, 383	Preparation, cardinal rule of, 257
evasive deponents, 103	Prioritization, <b>259</b>
Preservation of objections, 89	Reading documents into evidence, 264
Prior statements, development through, 80	Rebutting surprises, 331
Production demands, 91 et seq.	Surprising evidence, rebutting, 331
Protocols, deposition, 88, 164	DISCOVERY
Purposes of depositions, 97	Auto crash investigation tools, 49
Reasonable availability of documents, 100	
Reasons for lay opinions, establishing, 78	Client as Deponent, this index
Representatives as deponents. See Designated	Costs control, <b>46</b> Creating exhibits, <b>53</b>
Representative Depositions, this index Settlement, discovery posture to motivate, <b>399</b>	Defense expert reports, reviewing, <b>62</b>
Standards of conduct questions 101	Denosition Practice this index

DISCOVERY—Cont'd	EXPERT WITNESSES—Cont'd
Designated Representative Depositions, this	Direct examination
index	order of examination, 259
Dilatory discovery tactics, 101	practice examinations, 258
Exhibits, creating, <b>53</b>	Discovery stage, 60
Expert witnesses at discovery stage, 60	Document review planning, 60
Investigation expenses, 48	Fees
Medical Examinations, this index	budgeting, 59
Nonparty document production, <b>92</b>	costs considerations, 58
Notebooks, this index Production demands, <b>91 et seq.</b>	financing, 52
Settlement	management, 56
assumption errors, 21	Field of play analysis of experts, 76
discovery posture to motivate, 399	Focussing the expert, 60, 62
Strategy, 390	Investigations by experts, cost considerations, 57
Written discovery, <b>46 et seq.</b>	Junk science, debunking, 201, 331 et seq.
	Jury consultants. See Juries, this index
DOCUMENTS  See also Peal Evidence this index	Legal research issues, 57
See also Real Evidence, this index Depositions, document use, <b>80</b>	Medical examiners, cross-examination, 314, 332
Expert witness document review planning, <b>60</b>	Order of direct examination, 259
Nonparty documents, 92	Planning the expert's report, 61
Production Demands, this index	Rebuttal experts, 55, 62
Reading into evidence, <b>264</b>	Rebutting surprises, 331
Reasonable availability, <b>100</b>	Reports
•	planning, 61
DOMINO PRINCIPLE	reviewing, 62
Deposition practice, <b>76</b> , <b>82</b>	Reviewing the expert's report, 62
ETHICS	Selection assumptions, 26
Cross-examination ethics, 300 et seq.	Shirt-sleeve experts
Insurance fraud, 401	generally, 333
Situational ethics, 88	costs considerations, 51
EVENT SCHEMA	jury impacts, 63, 197
Opening statements, use in, 337	Surprising evidence, rebutting, 331
	Synopses of opinions, <b>55</b> Videotape
EVIDENCE	depositions, 54
Anchoring the Evidence, this index Documents, this index	testimony, pretrial, 330
Production Demands, this index	testimony, pretriar, 550
Real Evidence, this index	EYE CONTACT
	Opening statements, 199, 230
EXPERT WITNESSES	Summation, 340
Accident reconstruction experts, 57	FOCUS GROUPS
Background knowledge assumptions, 58	Exhibit and demonstrative evidence testing, <b>279</b>
Competence assumptions, 26	Juror bias problems, 336, 338
Cross-examination, 314, 332	Notebook materials
Damages experts use in wrongful death cases,	generally, <b>164</b> , <b>168</b>
Defense expert reports, reviewing, <b>62</b>	organization, 176
Demeanor, 333	Opening statement testing, 328
Depositions, videotaping, 54	Summation testing, 328
Depositions, videotaping, 57	building, 520

#### FRAUD INVESTIGATIONS

Insurer practices, 401

#### **GOOGLE EARTH**

Accident scene investigation, **51** Exhibit creations, **53** 

Photograph source, 49

## HEISENBERG UNCERTAINTY PRINCIPLE

Negotiation, 399

#### **HEURISTICS**

Jury communication, 216

#### HINDSIGHT PRINCIPLE

Jury communication, 216

#### **HISTORIES**

See Client Histories, this index

#### **IMPEACHMENT**

Generally, 300

Deposition acquisition of impeachment material,

Truthful witnesses, 309

Unimpeachable witnesses, 315

#### **INCIDENT REPORTS**

Accuracy assumption errors, 23

# INDEPENDENT MEDICAL EXAMINATIONS

See Medical Examinations, this index

#### **INFERENCE TOOLS**

Jury communication, 216

## INFORMATION AVAILABILITY PRINCIPLE

Jury communication, 217

## **INSURANCE**

Fraud investigations, **401** Juror attitudes, **205** 

### INVESTIGATION AND PREPARATION

Generally, 20 et seq.

Accident scene preservation assumptions, 25

Affirmative defense traps, **21** Auto crash investigation tools, **49** Causation assumption errors, **22** 

Client history accuracy assumptions, 24

Decision tree approach, 20

Drawing scale accuracy assumptions, **26** Early investigation, importance, **57** 

Expenses, 48

Experts, use to investigate, cost considerations,

Index to Trial Tips-6

# INVESTIGATION AND PREPARATION

—Cont'd

Expert witness selection assumptions, **26** Google Earth, accident scene investigation, **51** 

Liability assumption errors, 22 Life expectancy assumptions, 24

Paper trails worth tracking down, 23 Preexisting condition assumptions, 24

Prior claims assumptions, 24

Records accuracy and completeness assumption errors, 23

Records preservation assumption errors, 23

Settlement assumption errors, 21

Technical research, 57

Witness information assumptions, 25

Witness statement consistency assumptions, 25

## ISSUE FRAMING PRINCIPLE

Jury communication, 217

### JOINT VENTURE REPRESENTATIONS

Generally, 419

## JUNK SCIENCE

Debunking, 201, 331 et seq.

#### **JURIES**

Generally, 188 et seq.

Accident, effect of use of term, 219 Aesthetic need as motivator, 194, 277

Analytical processing of the case, anticipating, **265** 

Anchoring as communication technique

exhibit use, 227

neurolinguistic programming approach, 267

PowerPoint use, 241 testimony, 200

testimony use, **227** Antidote for apathy, **190** 

 $Antiplaintiff\ bias,\ 336$ 

Approaching juror biases, **338** ATLA jury bias project, **217** 

Attention level of jurors, recognizing, **240** 

Attribution bias, 336

Availability bias, 202, 338

Bad conduct vs injury and juror motivation, 219

Beliefs of jurors, speaking to, 216 Best voir dire questions, 188

Bias, this index

Choices, effect of use of term on jurors, 204

Circle of life approach to juror selection, 194

JURIES—Cont'd	JURIES—Cont'd
Client credibility issues, 196	Jargon use, 203
Client demeanor, importance, 199, 206	Laws of the land approach to juror selection, 194
Concentrating and developing damages, 202	Linking. Anchoring, above
Confirmation bias, 337	Local bias affecting juror perceptions, 266
Connecting with the jury	Love and belonging instincts as motivators, 193,
generally, <b>190, 199</b>	277
jargon use, 203	Make a difference approach to juror selection,
voir dire, 201	194
Conscious and unconscious reasoning, 239, 265	Memory, this index
Consultants	Men vs women jurors' priorities, 226
generally, 188	Mirroring use during voir dire, 201
costs, 139	Mistake, effect of use of term on jurors, 197, 204, 219
information gaps, identifying, 236	Mock Juries, this index
juror bias problems, 338	Moralist jurors, typography of, <b>410</b>
techniques, 142	Neurolinguistic programming
Costs, jury consultants, 139	generally, 226
Cross- vs direct examination, impacts distinguished, <b>257</b>	anchoring testimony through, 267
Curiosity instinct as motivator, <b>194, 277</b>	Noneconomic damages understanding, 195
Decisionmaking, Paradox study, 192	Notebooks, mock jury materials, <b>164</b> , <b>168</b>
Defense strategies, anticipating, 198	Older vs younger jurors, <b>204</b>
Demonstrations and exhibits, value of, <b>204</b>	Opening Statements, this index
Emotion, controlling and using, <b>204</b>	Pain and suffering, juror understanding, 195
Environmental conditions affecting, 241	Paradox study of decisionmaking, 192
Event schema use, 337	Perceptions of jurors
Exhibits and demonstrative evidence as memory	factors affecting, 240
aids, <b>261</b>	local bias affecting, 266
Eye Contact, this index	Personal life experiences affecting jurors' percep-
Factors affecting jurors' perceptions and respon-	tions and responses, 240
ses, <b>240</b>	Personal responsibility bias, 218, 336
Focus Groups, this index	Point of view, importance in storytelling, 221
Four minute drill and jurors' first impressions,	Pragmatist jurors, typography of, 410
226	Preconceptions of jurors, speaking to, 216
Frivolous lawsuit bias, 218	Preexisting beliefs affecting jurors' perceptions
Go along approach to jury communication, 199	and responses, 240
Heard vs said messages, distinctions, <b>221</b>	Processing of information by jurors, 239
Heuristics, 216	Real evidence, jury testing, 279
Hindsight bias, 217	Recall and recognition, enabling, 224
Hindsight principle, 216	Recognition memory, 224
Human damages, understanding, 195	Reptile theory, 190
Indifference of otherwise nice jurors, combatting, 190	Responses of jurors, factors affecting, 240
Inference tools, 216	Safety and security instincts as motivators, <b>193</b> , <b>277</b>
Information availability principle, 217	Said vs heard messages, distinctions, <b>221</b>
Information gaps, identifying, 236	Seinfeld syndrome, 190
Information processing theory, 216	Self-actualization need as motivator, <b>194, 277</b>
Injury vs bad conduct and juror motivation, 219	Sequence of presentation, importance, <b>221</b>
Insurance attitudes, 205	Seven Stakes approach to juror selection, 193
Issue framing principle. 217	Shadow juries. See Mock Juries, this index

#### JURIES—Cont'd

Shirt-sleeve experts use to impress, 197

Shortening the trial, 202

Socially responsible jurors, typography of, 410

Socioeconomic filters affecting jurors' percep-

tions and responses, **240** Stuff happens bias, **218** 

Summation, this index

Survival instinct as motivator, 193, 277

Suspicion bias, 217

Ten voir dire ideas, 192

Top three voir dire questions, 188

Typographies of jurors, 410

Unasked question issues, 139

Unconscious and analytical processing of the case, anticipating, 278

Victimization bias, 218

Views, use of, 204

Witness credibility, jurors' assessments, 199

Women vs men jurors' priorities, 226

Younger vs older jurors, 204

#### LIABILITY

Assumptions about liability, 22

Defendant choices and, 340

General vs specific discussion about liability, 339

## LIFE EXPECTANCY

Assumptions, 24

Computations, 412

#### LINKING

See Anchoring the Evidence, this index

#### **MEDIATION**

Generally, 382 et seq.

Decisionmaking by mediators, 409

Typographies of mediators, 410

## MEDICAL EXAMINATIONS

Cancellations and no shows, 132

Credibility findings, 131

Cross-examination of medical examiners, **314**, **332** 

Defense strategies, 130

Depositions of medical examiners, videotaping, 330

Escorts for client, 132

Histories, accuracy assumptions, 24

Independent medical exam fictions, 130, 132, 196

Instructions for client, 132

Junk science, debunking, 201, 331

Rebutting surprises, 331

Index to Trial Tips-8

## MEDICAL EXAMINATIONS—Cont'd

Representation of client at, 131

Rules, establishing, 132

Surprising evidence, rebutting, 331

Videotaping depositions of medical examiners, 330

#### **MEMORY**

See also Anchoring the Evidence, this index

Attention level and memory capacity, 240

Exhibits, making them memorable, 267

Exhibits and demonstrative evidence as aids, 261

Jurors' memory capacity, recognizing, 240

Jury communications, memory organization packages, 227

Organization packages, memory, 227

Recognition memory, 224

Sponsorship of exhibits and, 272

#### MILLER MOUSETRAP

Deposition practice, 101, 163

#### **MIRRORING**

Use during voir dire and opening statements, 201

#### **MISTAKE**

Effect of use of term on jurors, 197, 204, 219

#### **MOCK JURIES**

Biases, identifying, 191

Case evaluation, 229

Direct examination practice, 258

Exhibit testing, 267

Notebooks, mock jury materials, 164, 168

Opening statement rehearsal, 241

Real evidence, jury testing, 279

Visual strategies, improving, 53

## **MULTIPLE CLAIMANTS**

Representing, 417

## **NEGOTIATION**

Generally, 382 et seq.

See also Settlement, this index

Bluffs, 405

Chaos theory, 399

Heisenberg uncertainty principle, 399

## NEUROLINGUISTIC PROGRAMMING

Anchoring the evidence, 267

Jury communications, 226

# **NOTEBOOKS**

Generally, 162 et seq.

Access tools, 163

NOTEBOOKS—Cont'd	NOTEBOOKS—Cont'd
Alternative/complimentary dispute resolution	Settlement notebooks—Cont'd
proceedings, 165	presentations, 393
Briefs, settlement, 393	three-part system, 392
Costs savings, 60, 170	Staff updating responsibilities, 166
Data section, settlement, 393, 394	Supplementation, 164
Deathstar deposition notice, 97, 163	Trial notebooks
Deposition notebooks	generally, 168
generally, 167	organization, 164, 177
designated representative depositions, 93	OPENING STATEMENTS
forms, <b>88</b>	Generally, 216 et seq.
organization, 164	Accident, effect of use of term on jurors, 219
planning use, 74	Anchoring as communication technique
protocols, 88, 164	exhibit use, 227
use, <b>76</b>	PowerPoint use, 241
Designated representative depositions, 93	ATLA jury bias project, <b>217</b>
File sense approach to organization, 163	Attention level of jurors, recognizing, 240
Florilegium, 1	Bad conduct vs injury and juror motivation, <b>219</b>
Focus group materials	Beginner mistakes to avoid, 233
generally, <b>164</b> , <b>168</b>	Beliefs of jurors, speaking to, <b>216</b>
organization, 176	Building an effective case strategy, <b>242</b>
Folder organization systems compared, 174	Choices, effect of use of term on jurors, <b>204</b>
Folder use compared, 75	Color mistakes in use of, 237
Forms	Connecting with the jury
generally, 171	generally, <b>199</b>
deposition notebooks, 88	jargon use, 203
Guides, <b>166</b>	Conspicuity problems, <b>239</b>
Main notebook, 167	Damages issues, 227
Miller mousetrap, 101, 163	Darkside mistakes to avoid, 233
Mock jury materials, 164, 168	Defense strategies, anticipating, 198
Opening statements use, <b>229</b>	Detail, using and avoiding, 220
Organization	Diffusion errors, 197
file sense approach, 163	Dos and don'ts of storytelling, <b>222</b> , <b>230</b>
focus group materials, 176	Emotion, controlling and using, <b>204</b>
folder organization systems compared, 174 settlement notebooks, 171, 388, 392	Environmental conditions affecting jurors, <b>241</b>
	Event schema use, 337
trial notebooks, 177 Overview section, 393	
Paralegal updating responsibilities, <b>166</b>	Excite the little child within us all, <b>225</b> Exhibit use, <b>227</b>
Paralegal use, <b>60</b>	
Presentations, settlement, 393	Eye contact, 199, 230
Protocols, deposition, <b>88</b>	Factors affecting jurors' perceptions and respon-
Recycling and reuse, 166, 170	ses, 240
Settlement notebooks	Facts statements, streamlining, 197
generally, <b>167</b> , <b>386</b>	Focus group testing, 328
	Four minute drill and jurors' first impressions, <b>226</b>
aids, <b>165</b> briefs, <b>393</b>	
data section, 393, 394	Four storytelling rules, 220
	Frivolous lawsuit bias, 218
organization, 171, 388, 392	Go along approach to jury communication, 199
overview section, 392	Heard vs said messages, distinctions, <b>221</b>

OPENING STATEMENTS—Cont'd	OPENING STATEMENTS—Cont'd
Heuristics, 216	Said vs heard messages, distinctions, 221
Hindsight principle, 216	Sentimentality, 222
Ideations, 227	Sequence of presentation, importance, 221
Importance of, 222	Socioeconomic filters affecting jurors' percep-
Inference tools, 216	tions and responses, 240
Information availability principle, 217	Storytelling
Information processing theory, 216	generally, 219 et seq.
Injury vs bad conduct and juror motivation, 219	see also Storytelling, this index
Intermediate mistakes, 235	Streamlining facts statements, 197
Issue framing principle, 217	Stuff happens bias, 218
Jargon use, 203	Suspicion bias, ATLA study, 217
Juror beliefs and preconceptions, speaking to,	Symbols, mistakes in use of, 237
216	Text, mistakes in use of, 237
Linking. Anchoring, above	Theme creation, 222
Memory capacity of jurors, recognizing, 240	Victimization bias, 218
Memory organization packages, 227	Visual aids, 230 et seq.
Men vs women jurors' priorities, <b>226</b>	Women men jurors' priorities, 226
Mirroring use, 201	Written text, mistakes in use of, 237
Mistake, effect of use of term on jurors, 197, 204, 219	OPINIONS
Mock jury rehearsals, <b>241</b>	Expert Witnesses, this index
Natural motivational analysis, use of, <b>227</b>	Measurement opinions, bracketing, 79
Neurolinguistic programming, <b>226</b>	Reasons for lay opinions, establishing, 78
Notebook use, <b>229</b>	PAIN
Perceptions of jurors, factors affecting, <b>240</b>	Client as deponent, pain questions, <b>135</b> , <b>137</b>
Personal life experiences affecting jurors' percep-	Conscious vs unconscious conditions based on
tions and responses, 240	medical reports, 412
Personal responsibility bias, 218	Four steps of pain, 383
Perspicuity problems, 239	Juror understanding, 195
Pictures, mistakes in use of, 237	Settlement brief illustrations, <b>407</b>
Point of view, importance in storytelling, 221	
Positive and negative thoughts, 222	PARADOX STUDY
PowerPoint use	Jury decisionmaking, 192
generally, 230 et seq.	PHOTOGRAPHS
anchoring the PowerPoint opening, 241	See also Real Evidence, this index
defense use dangers, 243	Google Earth as source, 49
staff training, 244	Settlement communications, 407
Preconceptions of jurors, speaking to, 216	PLEADINGS
Preexisting beliefs affecting jurors' perceptions	Generally, 46 et seq.
and responses, 240	* '
Preparation, 229	POLICE REPORTS
Present tense use, 226	Accuracy assumption errors, 23
Primacy, 223	POWERPOINT PRESENTATIONS
Priorities for storytellers, 226	See also Real Evidence, this index
Processing of information by jurors, 239	Anchoring the PowerPoint opening, <b>241</b>
Recall and recognition, enabling, 224	Comparison of display modes, <b>284</b>
Recency, 223	Defense use dangers, 243
Rehearsing, 198	Opening Statements, this index
Responses of jurors, factors affecting, 240	Overuse, 281

## POWERPOINT PRESENTATIONS—Cont'd

Staff training, 244 Summation, use in, 335

#### PREEXISTING CONDITIONS

Assumptions, 24

#### **PREJUDICE**

See Bias, this index

#### **PRIOR CLAIMS**

Assumptions, 24

## PRIOR STATEMENTS

Depositions, development in, 80

## PRODUCTION DEMANDS

Generally, 91 et seq.

Deathstar deposition notice, 97, 163

Enforcement, 94 Nonparties, 93 Response duties, 93

# REAL EVIDENCE

Generally, **261 et seq.** Admissibility, **282** 

Advantages and disadvantages, 284

Anchoring exhibits, **270**Anchoring testimony with, **227**Building block analogy, **270** 

Chart junk, 280

Color

communicative impact, 273

misuse, 281

Comparison of display modes, 284

Creating, 53

Cross-examination use, anticipating, **271** Data dense exhibits, avoiding, **280** 

Deposition use, 75

Display modes compared, 284

Documents, this index

Drawings, scale accuracy assumptions, 26

Effectiveness, improving, 273

Elmo use, 281

Focus group testing of effectiveness, 279

Google Earth as resource, **53** Icons, communicative impact, **273** Improving effectiveness, **273** 

Integrating in direct examination, 268

Integrating visual and oral communication, 278

Jury testing, 279

Lasting impact exhibits, 267

Linking to testimony, 242

## REAL EVIDENCE—Cont'd

Making the exhibit memorable, 267

Memory aids, 261

Mock jury exhibit testing, 267

Naked charts, 281

Objections, avoiding, 262

Overdoing it, 280

Permission to use, obtaining, 282

Pictures, communicative impact, 273, 278

PowerPoint Presentations, this index

Printed words, communicative impact, 273

Production Demands, this index

Reading documents into evidence, 264

Scarcity theory, **273**Spoliation dangers, **47**Sponsorship theory, **272**Strategic functions, **270**Summation, exhibits use, **340** 

Symbols, communicative impact, 273

Unlabeled charts, **281** Videotape, this index

Views, use of, 204

## RECORDS

Accuracy assumption errors, 23

#### RE-DIRECT EXAMINATION

See Direct Examination, this index

# REFLEX SYMPATHETIC DYSTROPHY SYNDROME

Junk science, debunking, 334

## REPRESENTATIVE DEPOSITIONS

See Designated Representative Depositions, this index

## **RISK**

Settlement risk analyses, 397

## **ROLE-PLAYING EXERCISES**

Generally, 139

## **SCARCITY THEORY**

Exhibit use, 273

## SEINFELD SYNDROME

Jury selection tips, 190

### **SETTLEMENT**

Generally, 382 et seq.

See also Negotiation, this index Appearance of preparedness, 406 Assumptions about settlements, 21

Bluffs, 405

SETTLEMENT—Cont'd	STORYTELLING
Briefs	Anchoring and storytelling, 227
generally, 403	Detail, using and avoiding, 220
see also Notebooks, this index	Dos and don'ts of storytelling, 222, 230
appearance of preparedness, 406	Facts vs people as focus, 220
length, <b>407</b>	Four storytelling rules, 220
pain illustrations, 407	Memory organization packages, 227
Brochures, 393, 406	Men vs women jurors' priorities, 226
Computerized presentations, 408	Opening Statements, this index
Damages, outlining, 412	People vs facts as focus, 220
Defendant's settlement range, 391	Point of view, importance in storytelling, 221
Defense costs, assessing, 385	Present tense use, 226
Delays, explaining to client, 383	Priorities for storytellers, 226
Demand letters, 403	Settlement, <b>409</b> , <b>417</b>
Diagrams use, 407	Summation, this index
Discovery posture to motivate settlement, <b>399</b>	Testing the story theme, 417
Double teaming settlement and trial, 418	Vignettes use, 340
Evaluations and themes, 409	Women vs men jurors' priorities, 226
Financial analysis of case value, 391	SUMMATION
Halpern H-Bomb demand letter, 405	Generally, 328 et seq.
Headlines in demand letters, 403	Accentuate the positive, 340
Joint venture representations, 419	Accident, effect of use of term on jurors, 219
Multiple claimants, representing, 417	Analogies, 340
Notebooks, this index	Anchoring the evidence during, 330
Openings, 409	ATLA jury bias project, 217
Pain illustrations, 407	Attention level of jurors, recognizing, <b>240</b>
Photographs use, 407	Bad character issues, 340
Preparedness, demonstrating, 406	Bad conduct vs injury and juror motivation, <b>219</b>
Presentations	Character issues, 340
generally, 403	Choices
see also Notebooks, this index	defendant's, accentuating, 340
computerized, 408	effect of use of term on jurors, <b>204</b>
types of, <b>406</b>	Connecting with the jury
video, <b>408</b>	generally, 199
Risk analyses, 397	jargon use, 203
Science of settlement, 399	Countering the defense wedge strategy, <b>329</b>
Specific amount demands, 404	Defense wedge strategy, countering, <b>329</b>
Spicing up settlement demands, 384	Eliminate the negative the positive, <b>340</b>
Storytelling	Emotion, controlling and using, <b>204</b>
generally, 409	Environmental conditions affecting jurors, <b>241</b>
testing the story theme, <b>417</b>	Exhibits use, 340
Strategy, <b>390</b> , <b>394</b>	Eye contact, 340
Types of presentations, <b>406</b>	Factors affecting jurors' perceptions and respon-
Video presentations, 408	ses, 240
,	Focus group testing, 328
SHADOW JURIES	Frivolous lawsuit bias, 218
See Mock Juries, this index	Fundamental attribution arguments, <b>340</b>
SPONSORSHIP THEORY	Future vs present impact of injury, 340
Exhibit use, 272	General vs specific discussion about liability, <b>339</b>
Emmon doo, #/#	Seneral vo specific discussion about machiny, 33)

Index to Trial Tips-12

Cross-Examination, this index

Direct Examination, this index Exhibits, linking to, **242** 

Expert Witnesses, this index

#### SUMMATION—Cont'd TESTIMONY—Cont'd Go along approach to jury communication, 199 Witnesses, this index Good character issues, 340 TRANSCRIPTS Heard vs said messages, distinctions, 221 Computerized, real time transcripts, 201, 332 Heuristics, 216 Deposition transcripts, synopses, 75 Hindsight principle, 216 Inference tools, 216 TREATING PHYSICIANS Information availability principle, 217 Causation assumption errors, 22 Information processing theory, 216 Records preservation assumption errors, 23 Injury impact, present vs future, 340 Injury vs bad conduct and juror motivation, 219 Computerized, real time transcripts, 201, 332 Issue framing principle, 217 Cross-Examination, this index Jargon use, 203 Direct Examination, this index Liability Double teaming settlement and trial, 418 defendant choices and, 340 Joint venture representations, 419 general vs specific discussion, 339 Notebooks, this index Memory capacity of jurors, recognizing, 240 Opening Statements, this index Mistake, effect of use of term on jurors, 197, 204, Shortening the trial, 202 219 Summation, this index Perceptions of jurors, factors affecting, 240 Personal life experiences affecting jurors' percep-VIDEO CONFERENCING tions and responses, 240 Generally, 330 Personal responsibility bias, 218 **VIDEOTAPE** Point of view, importance in storytelling, 221 Generally, 330 PowerPoint use, 335 See also Real Evidence, this index Preexisting beliefs affecting jurors' perceptions Anchoring value, 330 and responses, 240 Day in the life videos, 264 Present vs future impact of injury, 340 Demeanor capture, 332 Priorities and time budgeting, 340 Direct examination practice, 258 Ouotations, 340 Expert witness testimony, 330 Rehearsing, 198 Settlement presentations, 408 Responses of jurors, factors affecting, 240 Summation, use in, 335 Said vs heard messages, distinctions, 221 Witnesses statement records, 25 Sequence of presentation, importance, 221 Socioeconomic filters affecting jurors' percep-WEDGE STRATEGY tions and responses, 240 Generally, 198 Sound as anchor of evidence, 330 Countering, 329 Stuff happens bias, 218 Suspicion bias, 217 WITNESSES Ten-step quick mix for summations, 339 Anchoring testimony, 200, 227 Time budgeting and priorities, 340 Bracketing measurement opinions, 79 Victimization bias, 218 Client as witness, preparation, 139 Videotape use, 335 Credibility, jurors' assessments, 199 Vignettes use, 340 Cross-Examination, this index Wedge strategy, countering, 329 Deposition Practice, this index Direct Examination, this index **TESTIMONY**

Exhibits, linking to testimony, 242

Expert Witnesses, this index

Information assumptions, 25

Impeachment, this index

# WITNESSES—Cont'd

Juror assessments of credibility, 199
Linking exhibits to testimony, 242
Measurement opinions, bracketing, 79
Memory organization packages, developing through testimony, 227
Practice examinations, 258
Reasons for lay opinions, establishing, 78
Statement consistency assumptions, 25

# WITNESSES—Cont'd

Video records of statements, 25

# WRONGFUL DEATH

Damages, outlining for settlement, 407, 412
Damages experts use, 412
Juror motivations, 193, 277
Life expectancy
assumptions, 24
computations, 412