

# CROSS-EXAMINATION: CONTROL

- Leading Questions:
  - Know the answer
  - Don't ask why

# CROSS-EXAMINATION: AREAS OF POTENTIAL EXAMINATION

- Peripheral
- Fencing In/Out
- Areas of agreement
- Attack



“These next few questions may make you a little uncomfortable. I hope they do. You look way too comfortable.”

# CROSS-EXAMINATION: AREAS OF POTENTIAL EXAMINATION

- Challenge credibility
- Bias
- Credentials



“No, you weren’t there. But in your expert opinion as a certified brainiac, do you *think* he did it?”

# **CROSS-EXAMINATION: AREAS OF POTENTIAL EXAMINATION**

- Fence In/Out
- Areas of agreement

# **CROSS-EXAMINATION: AREAS OF POTENTIAL EXAMINATION**

- Finish Strong