

CHARTERED 
INSTITUTE OF PROFESSIONAL CERTIFICATIONS

ADVANCED TRIAL TECHNIQUES, EVIDENCE PRESENTATION AND WITNESS CROSS EXAMINATION STRATEGIES

**Fully Accredited
By:**

Chartered Institute of
Professional Certifications

CPD
Certification Service

PROGRAM OVERVIEW



The art of trial advocacy requires tactical skills, such as delivering opening statements, and examining witnesses, with strategic integration to drive desired outcomes. Mastery of these elements can **boost trial success rates by over 40%**. Understanding and mastering these complex skills are vital for legal professionals aiming to elevate their legal practice and achieve superior outcomes in complex legal scenarios.

This certified program thoroughly explores the foundational principles of legal advocacy, equipping you with the necessary tools and strategies to maneuver through the complexities of courtroom proceedings with finesse. You will gain invaluable insights into **gathering supportive evidence, challenging opposing views, and understanding both inquisitorial and adversarial legal systems** to bolster your case's impact.

This program will delve into the nuances of legal advocacy, providing the skills needed to navigate complex courtroom dynamics effectively. You will explore the **differential burdens of proof in civil and criminal contexts, tailoring your advocacy approach to each case's specific demands. Through strategic techniques for jury engagement, you will formulate and execute compelling case theories that resonate with juries. Mastery in introducing exhibits and leveraging courtroom technology** will enhance your case presentation.

ACCREDITATIONS



4.8



4.6



PROGRAM OVERVIEW



Throughout the program, you will learn the tactical aspects of trial advocacy, such as **selecting jurors, preparing witnesses, and constructing persuasive narratives**. Essential legal concepts, including the differences between civil and criminal cases, and the strategic use of questions to control courtroom proceedings, will be covered. Finally, by mastering the nuances of direct and cross-examination techniques, including constructive and destructive questioning methods, you will learn to extract vital information effectively while systematically dismantling counterarguments with precision and tact.

Upon successful completion of the program, you will attain the **Certification in Advanced Trial Advocacy**, enhancing your professional credentials and demonstrating your expertise in handling complex courtroom dynamics, strategic case formulation, and witness examination. This industry-recognized certification offers lifelong validity and not only affirms your expertise in advanced trial techniques but also enhances your standing in the legal community, ensuring that you are well-prepared to meet the demands of high-profile and challenging cases.

ACCREDITATIONS



4.8



4.6



KEY SKILLS YOU WILL GAIN

From This Program



**TRIAL TECHNIQUES
CASE STRATEGIES
CASE PREPARATION
EXAMINATION-IN-CHIEF**

**CROSS-EXAMINATION
RE-EXAMINATION
PERSUASIVE OPENING STATEMENTS
OPENING & CLOSING SPEECH**

**CLOSING ARGUMENTS
CASE THEORY ADVANCEMENT
DYNAMICS OF TRIAL ADVOCACY
JURY SELECTION**

**WITNESS HANDLING
EVIDENCE SUMMARIZATION
LEADING & CLOSED QUESTIONING
PIGGY-BACK QUESTIONING
CROSS-EXAMINATION TECHNIQUES**

**WITNESS OF FACT
BURDEN & STANDARD OF PROOF**

YOUR FACULTY DIRECTOR



Sam Makkan

Highly Distinguished International Legal Expert and Justice Specialist

Sam Makkan is a highly distinguished international legal expert and justice specialist with over three decades of experience in trial advocacy and legal training. Called to the Bar of England & Wales by the Honourable Society of Lincoln's Inn in 1987, Sam has served extensively as a prosecutor, senior prosecutor, and higher court advocate. Throughout his career in England & Wales, he has adeptly **managed a wide range of cases, including those with profound legal, evidential, and factual complexities.**

As a seasoned trainer, Sam has delivered intermediate and advanced trial advocacy courses in the UK, enhancing the skills of numerous legal professionals. His expertise extends to **international consultancy for major global agencies, contributing to rule of law initiatives, judicial reforms, and justice sector development programs in various countries.** Sam is also a nominated member of the **Independent Ethics Committee for Greater Manchester Combined Authority**, providing essential ethical and policing advice to the Deputy Mayor's office. An accomplished author, his deep commitment to justice is reflected in his training methodologies, emphasizing the incorporation of "fair trial" principles.

OUR PARTICIPANTS

Over 70% of FORTUNE 500 Companies Have Attended Our Accredited Programs Before



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Life is our life's work



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PROGRAM AGENDA

MODULE 1 - PRINCIPLES OF LEGAL ADVOCACY

- Understanding Advocacy: "Officer of the Court"
- Role of an Advocate
- Burden & Standard of Proof
- Inquisitorial vs. Adversarial System

MODULE 2 - ADVANCED TRIAL TECHNIQUES

- Developing Case Strategies and Theories
- Link Between Strategies and Preparation
- Advancing Your Case Theory

MODULE 3 - EFFECTIVE JURY COMMUNICATION AND ENGAGEMENT

- Advancing Your Client's Case Story
- Making Jury Comfortable with Case
- Addressing Case Weaknesses to Jury
- Preparing Jury for Witnesses
- Engaging and Captivating the Jury

MODULE 4 - EXAMINATION-IN-CHIEF (DIRECT)

- Establishing Appropriate Witness Demeanor
- Addressing Case Weaknesses Directly

- Getting Witnesses to Re-Live Experiences
- Preparing Direct Examination for Various Witnesses
- Introducing Exhibits and Technology

MODULE 5 - ADVANCED CROSS- EXAMINATION

- Constructive vs. Destructive Techniques
- Eliciting Favourable Evidence
- Undermining & Discrediting the Case for the Opposition
- Polite Yet Controlled Examination
- Using Closed and Leading Questions

MODULE 6 - RE-EXAMINATION

- Leading Questions Not Permitted
- Re-Examine Only When Necessary
- Keep Re-Examination Short and Focused

MODULE 7 - ADVANCED QUESTIONING TECHNIQUES

- Open Ended (Non-Leading) Question
- Leading Questions
- Closed Questions
- Leading-Closed Questions
- Looping ("Piggy-Back" Questions)
- Transitioning (Chapter Method)



PROGRAM AGENDA

MODULE 8 - CLOSING SPEECH

- Addressing Unfavorable Evidence
- Summarizing Evidence Persuasively
- Summarizing Evidence and Witnesses
- Briefly Addressing the Law
- Content: Law, Facts, Dispute, Theory
- Write it Out

MODULE 9 - CASE PREPARATION

- Importance of Case Preparation
- “Failing to Prepare is Preparing to Fail”
- Preparation, Preparation, Preparation
- Court Advocacy vs. Daily Advocacy

MODULE 10 - JUDGE & JURY

- Function of Judge
- Function of the Jury
- Jury Selection Knowing Your Jury
- “Challenge for Cause” & “Right” of Standby
- High Profile, High Worth, Celebrity Cases

MODULE 11 - DIFFERENT TYPES OF WITNESSES

- Handling Witnesses (Different Dynamics)
- Types of Witnesses (Different Strategies)
- Dealing with Vulnerable Witnesses (Children and Elder Witnesses)

MODULE 12 - ETHICS & ETIQUETTE

- Awareness of Cross-Cultural Communication
- Understanding “Officer of the Court”
- Meaning of “Being Embarrassed”
- Highlight All Relevant Decisions
- Do Not Mislead the Court

YOUR CHARTER DESIGNATION



Chartered Institute of Professional Certification's programs are unique as they provide you with professional charter designation and mark that can be used across your lifetime once you have completed our programs.

Upon successfully attending this program, you will be awarded with the **Certification in Advanced Trial Advocacy** that can be used in your resume, CV and other professional credentials. This certification is industry-recognized with lifelong validity. Globally demanded and recognized, this certification showcases your mastery in navigating intricate legal proceedings, thereby bolstering your credibility and effectiveness as a courtroom advocate. This program is developed by **Chartered Institute of Professional Certifications** and the content of this program has been certified by **CPD Certification Service** as conforming to continuing professional principals.

ABOUT US

49,525

Business Leaders Have
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Certifications Since 2009

390

Certified and Fully
Accredited Programs

87%

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OUR FACULTY DIRECTORS

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CONTACT US TODAY

We Thank You for Your Ongoing Support
of Our Programs

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