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Trying Cases to Win Herbert Jay Stern, Stephen A. Saltzburg, 2013-02-01 Contents 1 Opening Instructions 2 The Opening Arguments 3 The First Witness 4 The Second Witness Nick Craggs 5 The Sweeney Deposition 6 The First of The Blues Witnesses Brian Sullivan 7 The Alleged Villain Helen Hardy 8 Concluding the Plaintiff's Case and Motions 9 The Defendant's First Witness Mr Maresca 10 The Trustee Witnesses 11 Ms Hardy Returns 12 The Ruling on Defendant's Motion 13 Ms Hardy Continues and the Defense Rests 14 Final Motions Closing Argument and Verdict 15 Epilogue Index *Trying Cases to Win* Herbert Jay Stern, 1999-06 Herbert J Stern nationally recognized trial lawyer and accomplished teacher of trial techniques will show you how to win cases with case proven strategies and techniques In *Trying Cases to Win* Stern elaborates on the techniques he's made famous in his seminars and videos As he shares his methods and strategies for trying cases to win This complete five volume set includes *Trying Cases to Win Voir Dire and Opening Argument* *Trying Cases to Win Direct Examination* *Trying Cases to Win Cross Examination* *Trying Cases to Win Summation* *Trying Cases to Win Anatomy of a Trial* co authored with Professor Stephen A Saltzburg Trying Cases to Win Herbert Jay Stern, 1991 Herbert J Stern nationally recognized trial lawyer and accomplished teacher of trial techniques will show you how to win cases In *Trying Cases to Win* Stern elaborates on the techniques he's made famous in his seminars and videos as he commits to print his methods and strategies for trying cases to win He masterfully weaves these guiding principles into a new way of life For The trial lawyer You would not want this book to get into the hands of your adversary Jeffrey D Robertson New York NY in this volume Stern takes you through a variety of direct examination techniques that will keep you in control and in charge driving home his points using transcripts from a broad variety of cases that bring his philosophy to life *Trying Cases to Win* HERBERT J.. SALTZBURG STERN (STEPHEN A.), Stephen A. Saltzburg, 2020-04-27 In 2012 the American Bar Association published *Trying Cases to Win* In One Volume one of the most highly praised trial advocacy books ever published Now a student edition is available The authors have studied transcripts of some of the most famous English and American trial lawyers and have received input from great American trial lawyers currently trying cases all over the country They now offer in one volume the lessons maxims and suggestions that should enable law students to leave law school with confidence that for the first time they have been exposed to the most sophisticated understandable and intellectually appealing trial advocacy teachings Trying Cases to Win Herbert J. Stern, 2001-01 Herbert J Stern nationally recognized trial lawyer and accomplished teacher of trial techniques will show you how to win cases In *Trying Cases to Win* Stern elaborates on the techniques he's made famous in his seminars and videos as he commits to print his methods and strategies for trying cases to win Herb Stern conveys more valuable insights in less time than anyone I know Benjamin Civiletti former Attorney General of the U S The volume book presents Stern's systematic approach to training winning advocates Stern's formula for success is built upon the principles of ethos credibility pathos emotional appeal and logic As he builds upon this deceptively simple foundation he

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