

## THE THREE P'S OF DIRECT EXAMINATION

### 1. PLAYERS

Select witnesses who advance your theory of the case

### 2. PREPARATION

#### a. Think about your questions

##### i. Open-ended

- Who
- What
- When
- Where
- How
- Why
- Tell us about/Describe

##### ii. Specific

#### e. Prepare and practice with the witness

### 3. PRODUCTION

#### a. Remember primacy & recency

#### b. Use “chapters” and “signposts”

#### c. Elicit factual details

#### d. Tap into your frustrated inner actor

#### e. Have a conversation with the witness

#### f. LISTEN

