



# WOMEN IN TRIAL

Shatter the Glass Ceiling in the Courtroom.  
Two-Day Intensive Trial Advocacy Training for Women

## TRAINING DATES

July 17 – 18, 2020

## TIME

MCLE Registration: 8:00 – 9:00 a.m.  
Program: 9 a.m. – 5:00 p.m.  
Friday Reception: Immediately follows.  
Lunch will be provided.

## EVENT CODE

G201611 - July Training

## MCLE

15 Hours of which 1 hour is in Legal Ethics

To receive MCLE credit, you must sign in during the designated MCLE registration period. This activity is approved for Minimum Continuing Legal Education credit by the State Bar of California. BASF is a certified provider.

Provider #103

*Note: Must sign in both dates to receive 15 hours of MCLE credit.*

## LOCATION:

Bar Association of San Francisco  
301 Battery Street, 3rd Floor  
San Francisco, CA 94111

## COST

\$850 per Individual  
\$6,500 per Firm (up to 8 individuals)  
*Space is limited. Register now!*

If you don't think there is enough diverse representation in our courtrooms, or if you believe there is a shortage of women trial lawyers, change it by being there. If you don't think you have the skills to try a case, take this program. This training will be available twice this year in February and July. You can take either one. Learn the skills and get into court through our BASF and JDC pro bono programs.

## TOPICS

- Develop trial skills in an experiential learning environment
- Learn from trial masters and judges about effective presentation skills
- Practice opening statements, closing arguments, direct and cross examinations
- Receive coaching and critiques to enhance your performance
- Experience immediate improvement in two days

## MODERATOR

Doris Cheng  
*Walkup Melodia Kelly & Schoenberger*

**TEACHING FACULTY** will include Master Trial Lawyers and active Judges

JDC's pro bono programs need energetic and skilled advocates to assist with cases related to family law, child custody, spousal support, eviction defense, debt collection, prisoner rights, and other matters. You will be eligible for assignment for a pro bono case through the 2020 Women in Trial initiative. More information on pro bono opportunities will be provided at the training.

For more information and registration, please email [cle@sfbar.org](mailto:cle@sfbar.org).

# WOMEN IN TRIAL

## Friday

**8:00 – 9:00 a.m.** MCLE Registration and Breakfast

**9:00 – 9:30 a.m.** Opening Remarks and Introductions

*Location: Main Lecture Room*

**9:30 – 10:15 a.m.**

Lecture/Demonstration: Opening Statement

*Location: Main Lecture Room*

This lecture will provide instruction about the purpose and utility of opening statements. It will also demonstrate how to develop and deliver an effective opening statement to jurors and judges.

**10:15 – 10:30 a.m.** Break

**10:30 – 11:00 a.m.**

Lecture/Demonstration: Verbal and Non-Verbal Communication Skills

*Location: Main Lecture Room*

Public speaking is one of the most anxiety-producing activities for most people. This lecture will address how to control your body and voice while speaking in court.

**11:00 a.m. – 12:00 p.m.**

Workshop #1: Brainstorming – Setting up the Case for Success.

*Location: Break out into prosecution and defense rooms*

It is important to commit to a strategy, theme and theory before the start of trial. If you don't have your destination in mind, you will never get there. During this workshop, we will work through legal theories, arguments, rhetoric, and themes that will be presented throughout the trial.

**12:00 – 1:30 p.m.** Working Lunch

Lecture/Demonstration: Direct & Cross Examinations

*Location: Main Lecture Room*

This portion will address the most effective methods for establishing the elements of the charge, setting the scene, building or diminishing the credibility of witnesses, and controlling the witnesses during direct and cross examination. The lecture will also cover permissible forms of questions.

**1:30 – 2:45 p.m.**

Workshop #2: Opening Statement - Video Review

*Location: Breakout Room*

Be prepared to deliver an opening statement. You will be given five to seven minutes to complete the opening statement. Keep the statement factual, but use the order of the facts to create the point of view that is most favorable to your client.

**2:45 – 3:00 p.m.** Break

**3:00 – 4:30 p.m.**

Workshop #3: Direct Examination - Video Review

*Location: Breakout Room*

Prosecutors direct examine Investigator Bier and defense attorneys direct examine Dan Jones.

**4:30 – 5:15 p.m.**

Lecture/Demonstration: Closing Argument

*Location: Main Lecture Room*

This lecture will provide instruction on how to structure and craft a winning closing argument.

**5:15 – 5:30 p.m.** Wrap up and Reflections

## Saturday

**8:00 – 8:45 a.m.** Breakfast

**8:45 – 9:00 a.m.** Meet together for a huddle

*Location: Main Lecture Room*

Brief discussion about the goals for the day.

**9:00 – 10:30 a.m.**

Workshop #4: Cross Examination - Video Review

*Location: Breakout Room*

Prosecutors cross examine Dan Jones and defense attorneys cross examine Investigator Bier.

**10:30 – 10:45 a.m.** Break

**10:45 a.m. – 12:00 p.m.**

Workshop #5: Moving in Exhibits into Evidence on Direct & Cross Examinations

*Location: Main Lecture Room*

This interactive drills exercise will teach you how to move in exhibits into evidence.

**12:00 – 1:30 p.m.** Working Lunch - Discussion about jury selection

*Location: Main Lecture Room*

Civility matters: Tips from judges and trial lawyers about conduct in the courtroom (1 hour Ethics Credit).

**1:30 – 3:00 p.m.**

Workshop #6: Using Exhibits on Direct & Cross Examinations - Video Review

*Location: Breakout Room*

Prosecutors direct examine Investigator Bier using the diagram. Defense attorneys cross examine investigator using the diagram.

**3:15 – 3:30 p.m.** Break

**3:30 – 5:00 p.m.**

Workshop #7: Closing Arguments - Video Review

*Location: Breakout Room*

Deliver a closing argument.

**5:00 – 5:30 p.m.** Wrap Up, Reflections, Closing Remarks.