



THE BAR ASSOCIATION OF
SAN FRANCISCO

WOMEN IN TRIAL

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

TRAINING DATES

February 18-19, 2021

TIME

February 18: 8:30 a.m. - 5:00 p.m.

February 19: 8:30 a.m.

Networking Opportunity on Virtual Platform

EVENT CODE

G211611

MCLE

10 Hours

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 10 hours of MCLE credit.

LOCATION

VIRTUAL

COST

\$500 per Individual

\$3,500 per Firm (up to 7 individuals)

Space is limited. Register now!

Back by popular demand, Women in Trial returns this year by Zoom. Join us in improving the diversity of trial lawyers in our courtrooms. If you want to improve your trial skills or if you have never tried a case and want to learn how to try a case, take this program. Learn advocacy techniques from our seasoned trial lawyers 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*

For more information and registration, please email cle@sfbar.org

WOMEN IN TRIAL

Thursday

8:30 – 9:30

Welcome and Introductions

9:30 – 10:10

Lecture: Storytelling & Case Framing in Opening Statement

Discussion about building culpability within a persuasive framework and storytelling in advocacy

10:10 - 10:20 Break

10:20 - 11:10

Lecture: Direct & Cross Examination

Discussion about questioning techniques, selection of points to be made in the examination, persuasive organization of testimony, infusion of themes, tone, pace, demeanor and style.

11:10 a.m. – 12:30

Workshop #1: Cross Examination

Plaintiff lawyer cross examines defendant; defense lawyer crosses plaintiff. Focus on making a point that supports your theme and theory; use of short, single fact, leading questions.

12:30 – 1:10 Lunch Break

1:10 – 2:30

Workshop #2: Direct Examination

Plaintiff lawyer directs witness; defense lawyer directs witness. Focus on making points and building evidence to support your theme and theory; use open-ended questions

2:30 – 2:40 Break

3:00 – 4:30

Lecture: Admitting Real Evidence

Discussion and demonstration of fundamental steps for admitting evidence during direct or cross examination

3:00 – 4:00

Workshop #3: Drills for admitting real evidence

4:00 – 4:10 Break

4:10 – 4:40

Lecture: Persuasive Closing Arguments

Discussion about the use of themes, analogies, metaphors, and other rhetorical devices, marshalling evidence, application of case framing; demonstration of these elements.

4:40 - 5:00

Reflections and Instructions for Day 2

Friday

8:30 – 9:20

Workshop #4: Opening Statement

Each lawyer delivers an opening statement. Focus on telling a story that incorporates your theory, theme and call to action (verdict).

9:20 - 9:30 Break

9:30 - 10:40

Workshop #5: Direct Examination With Use of Exhibits

Each lawyer direct a witness that supports the opening statement given in earlier workshop.

10:40 - 10:50 Break

10:45 – 12:00

Workshop #6: Closing Argument

Each lawyer delivers a closing argument. Inspire with facts, exhibits, and rhetorical devices to support your call to action.

12:00 – 1:00 Lunch Reception (Remo)

1:00 – 2:10

Workshop #7: Cross Examination With Use of Exhibits

Each lawyer crosses a witness that supports one point in the closing argument given in earlier workshop.

2:10 – 2:30 Break

2:30 – 3:00 p.m.

Final Pointers About Delivery in Presentations

Closing Remarks