

**PERSUASIVE ARGUMENTS; POWERFUL MESSAGES:
PREPARING FOR A DEPOSITION OR TRIAL****Objectives**

- To prepare the witness to be his/her best
- To develop and practice messages that will reinforce defense arguments
- To identify key issues in the case, prepare and practice responses

Session One: Crafting the messages

1. What is the overall defense strategy?
2. What are the primary arguments used by the defense?
 -
 -
 -
3. What key messages support those arguments?
 -
 -
 -
4. What are the weaknesses in the case? What are the best responses?
 - Issue:
Response:
 - Issue:
Response:
 - Issue:
Response:

Session Two: Role play and message refinement

The room is set up as closely as possible to the actual courtroom or deposition room. The attorney asks lines of questions similar to those expected to be asked by the plaintiff's attorney. After each line of questioning, Chris Roberts critiques the answers and the defendant's behavior/demeanor. Messages are refined and practiced. Responses to issues are refined and practiced.

Depending on the situation, additional sessions may be desirable.