

1. LEARN – Read the primary text of Expert Witness Training (twelve lessons) from Judd Robbins.
2. STUDY – Complete all learning sessions in this Study Guide. Read each question first in Part 1 of this Study Guide, attempting to decide on the best answer before reading the correct answer from Part 2 of this Study Guide. You should be sure to understand the reasons for any answers that you get wrong.
3. TEST – You should then complete the Final Examination in Part 3 of this Study Guide, using the Answer Sheet from Part 4. You may also use the online version of the Examination, found at www.expert-witnesses.net, in which case you will have to enter the unique examination ID number found at the top of your individual Answer Sheet in this Study Guide. When you purchased this Continuing Education Course, your Study Guide was customized with your unique ID code. Only the first person submitting this Answer Sheet for credit may actually receive recorded continuing education credits for course completion.

Objectives

At the completion of this course, you should be able to:

1. Step into the legal game, including:
 - a. write contracts with attorneys
 - b. selecting your clients
 - c. making first contacts with both attorneys and their clients
 - d. assessing the nature of individual cases as prospects for you and your skills
2. Consider important areas before taking on any case, including:
 - a. Issues of ethics in both your actions and your relationships with clients and attorneys
 - b. preparing a contract to formalize your retention as an expert
 - c. pricing your consulting services
 - d. keeping records and submitting invoices, and getting paid for your work
3. Learn ways to get hired by lawyers, including:
 - a. connecting with attorneys and law firms that have cases in your specialty area
 - b. knowing what attorneys consider when searching for experts
 - c. discovering a host of promotional techniques for speaking, writing, and Internet activities
 - d. marketing you and your expert witness services
4. Work effectively with retaining attorneys, including:
 - a. Familiarizing yourself with various approaches to take regardless of which side you work for
 - b. educating your attorney-client in technical elements of the case
 - c. ways to help your retaining attorney in his case preparations
 - d. communicating information to your retaining attorney(s)

5. Conduct an expert investigation, including:
 - a. laying a foundation for your opinion(s) that helps to ensure admissibility of them in court
 - b. conducting interviews, record-keeping, document review, and site inspections
 - c. understanding chain of custody, and maintaining it properly when handling evidence
 - d. applying the latest methodologies in your field of expertise
6. Write an expert report that:
 - a. meets legal standards as spelled out in Rule 26 of the Federal Rules of Civil Procedure
 - b. is organized, easy to read, professional, and effective
 - c. incorporates and effectively substantiates your opinion(s) in the case
 - d. best presents information that you considered while coming to your opinions
7. Understand psychology and legal tactics, including:
 - a. how lawyers use psychology when questioning you as an expert witness
 - b. how attorneys use special skills and verbal tactics to discredit you and your testimony.
 - c. techniques used to undermine the effectiveness of any testimony you offer
 - d. how to respond to questions that attempt to discredit you, manipulate you or limit you
8. Prepare for and understand depositions, including:
 - a. the elements of a deposition, from the initial subpoena to preparing and participating in it
 - b. ways to best prepare for the deposition, and how to act during it
 - c. the importance of and key aspects of a pre-deposition conference
 - d. what you can expect from the deposing attorney
9. Recognize frequently asked testimonial questions, including:
 - a. answering questions and giving testimony in either a deposition or a trial.
 - b. the most popular questions used by attorneys during questioning in depositions or at trial.
 - c. a host of pluses and minuses for phrasing responses and acting during your testimony.
 - d. how to defuse certain questions, repel others, and avoid weak responses to still others.
10. Prepare for testimony, including:
 - a. the benefits of reviewing, rereading, and revisiting specific materials, sites and evidence
 - b. reviewing deposition transcripts and other case documents
 - c. Helping your retaining attorney to prepare better for questioning you and the other expert
 - d. developing demonstrative exhibits to present your information and influence the jurors
11. Testify successfully, including:
 - a. performing the role of **teacher** to educate the jurors in non-technical ways about the facts
 - b. presenting well-founded opinions that represent your analysis of the technical facts
 - c. establishing your credibility and persuading the jury to your point of view
 - d. capturing and keeping the juror's or judge's attention.
12. Minimize the dangers of cross-examination, including:
 - a. guidelines to follow during cross examination
 - b. techniques with which to build credibility with the jury
 - c. techniques that you can use to defend against cross-examination attacks
 - d. counteracting attempts to challenge your credentials, to undermine your opinions, to reveal possible conflicting statements, and to cause you to lose your composure.