

Trial Team Mastery
B. Trent Webb | Shook, Hardy & Bacon
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Update of the Law CLE | June 14, 2018

PRESENTATION OVERVIEW

- Overview of the Problem and the Solution
- Identifying Potential Points of Clash and Conflict
- The Optimal Trial Plan
- Structured Meetings Practicing Dialogue

2

FULL SERVICE JURY CONSULTING

Consulting: Case Strategy, Opening and Closing, Graphics

Research: Mock Trials, Focus Groups, Community Attitude Survey

Witness Preparation, Jury Selection, Trial Technology, Shadow Juries/Trial Monitoring, Post-Verdict Interviews

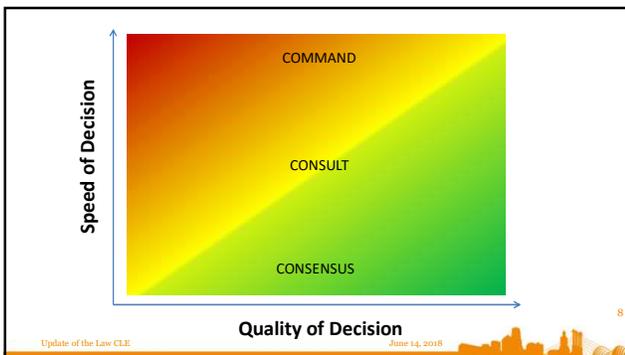
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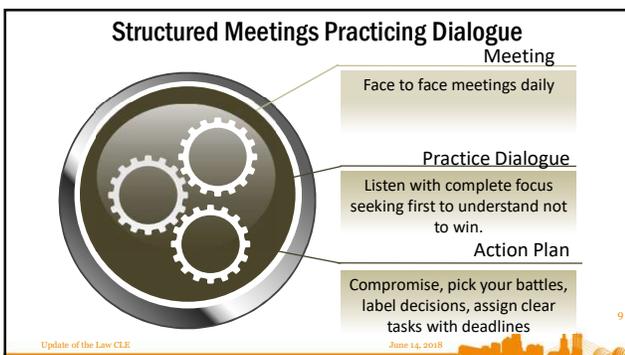












Debate vs. Dialogue

For Adversaries	For the Trial Team
<ul style="list-style-type: none">• Seeks a conclusion that ratifies one's own position.• Is about winning.• Defends assumptions as truth.	<ul style="list-style-type: none">• Wants the best conclusion for the team.• Is first about listening and understanding.• Tests assumptions.

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