



**Trial Team Mastery**  
B. Trent Webb | Shook, Hardy & Bacon  
Christopher Dominic | Tsongas Litigation Consulting

SHOOK  
HARDY & BACON

Update of the Law CLE June 14, 2018

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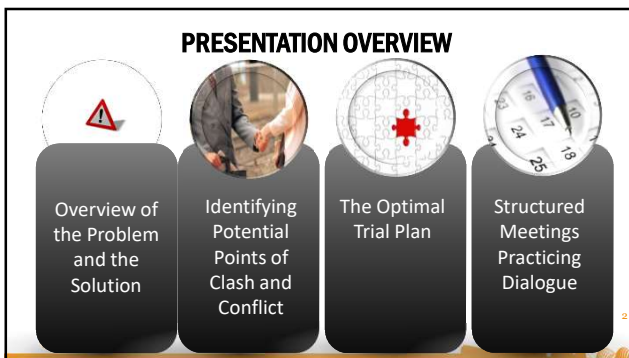
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### PRESENTATION OVERVIEW



Overview of the Problem and the Solution

Identifying Potential Points of Clash and Conflict

The Optimal Trial Plan

Structured Meetings Practicing Dialogue

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### FULL SERVICE JURY CONSULTING



Consulting

Research

Case Strategy

Opening and Closing

Graphics

Mock Trials

Focus Groups

Community Attitude Survey

Witness Preparation

Jury Selection

Trial Technology

Shadow Juries/Trial Monitoring

Post-Verdict Interviews

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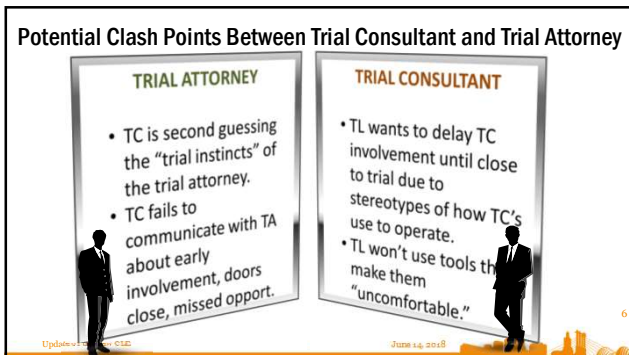
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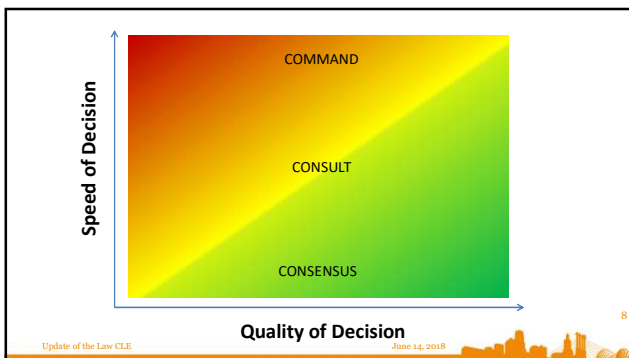
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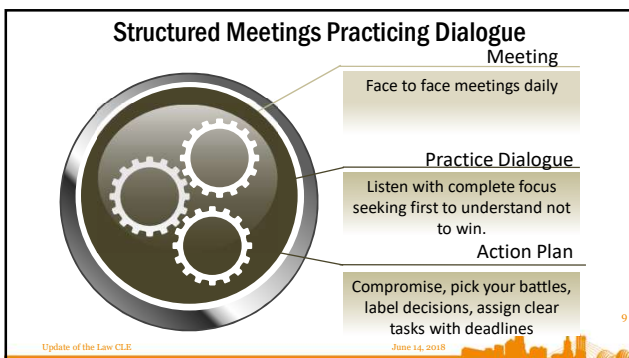
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### Debate vs. Dialogue

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

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