



# How to Win Trial Manual - Sixth Edition

*Ralph Adam Fine*

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## **How to Win Trial Manual - Sixth Edition** Ralph Adam Fine **Win More Cases and Help More Clients!**

Ralph Adam Fine pulls no punches. In the sixth edition of his highly acclaimed *How-To-Win Trial Manual* shows why the traditional ways to try a case in court are suicidal, and gives extensive examples of such suicidal advocacy by famous, high-profile, well-paid trial lawyers.

In each of his examples, Ralph Adam Fine shows how the lawyers could have done a better job. This will help you hone your winning skills! Ralph Adam Fine also demonstrates why many of Irving Younger's famous Ten Commandments of Cross-Examination are not only wrong, but why following them significantly reduces your chances of winning.

Since it was first published by JURIS in 1998, Ralph Adam Fine's *The How-To-Win Trial Manual* has been giving lawyers that special edge so they can win even the toughest cases. Now, in this newly revised sixth edition, *The How-To-Win Trial Manual* takes the unique extra step of showing how and why famed trial lawyers Vincent Bugliosi and Gerry Spence, both superb advocates, could have been even more effective in their ground breaking face-off when Bugliosi "prosecuted" and Spence "defended" Lee Harvey Oswald in connection with the assassination of President John F. Kennedy.

The trial, memorialized in a superb two-disc DVD set, *On Trial: Lee Harvey Oswald*, was before a sitting Texas federal district-court judge and a jury of Dallas citizens taken from the Dallas jury rolls. Although the trial was more than two-decades removed from the assassination, Bugliosi and Spence managed to get as witnesses many of the people who were at the assassination and its aftermath; none of the witnesses testifying in the trial were actors. The "trial" was in London, in a replica of a Texas federal courtroom, and both Bugliosi and Spence gave it their all preparing as they would have for a real trial, and arguing their respective positions with the gusto for which each is justifiably famous.

Ralph Adam Fine has taken the transcript of the two-disc DVD set and shown with his interleaved comments, as he has done with the O.J. Simpson, Martha Stewart, and Enron (Jeffrey Skilling and Ken Lay) trials, as well as a federal-court antitrust trial, how Bugliosi and Spence could have been better. The Oswald chapter, new for the sixth edition, will help all trial lawyers nail the winning techniques to be successful in the courtroom.

The sixth edition also gives us Ralph Adam Fine's special insights into the strategies and trial techniques of the prosecution and defense in the murder trial of Michael Peterson, memorialized in the six-hour DVD set, *Death on the Staircase*. Peterson was charged with killing his wife. He claimed at trial that she accidentally fell down the stairs in their Durham, North Carolina, mansion. This chapter, too, is new for the sixth edition *How-To-Win Trial Manual* and it shows what works and what does not work and why. It will help lawyers avoid the common traps that sink even the best "plans well laid."

*The How-To-Win Trial Manual* shows how to win by using your most powerful tool: The jury's belief that you, the lawyer, know the "truth" of the case. Ralph Adam Fine also shows how to ask questions on both direct-examination and cross-examination so the jury will know the answers before the witnesses (whether lay or expert) respond. Simply put, if you phrase your questions so that the jury answers them the way you want, before your witnesses answer and irrespective of what your adversary's witnesses may say on cross-

examination, you will win!

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