**Tip: Tab 14--Getting Started on Cross Examination and**

**Link to Objections Cheat Sheet**

- Remember to prepare your [objections](../10.%20%20Govt%20Witness%20List,%20Order%20of%20Witnesses%20&%20Directs%20with%20Potential%20Objections/Objections%20Cheat%20Sheet.docx) for direct examination of defense witnesses

- Quick notes on organizing cross examination (See [Ancillary Training Subfolder](Ancillary%20-%20Advocacy%20Training%20on%20Cross) for more)

-- Your cross examination does not have to be long; most likely, it should not be long

-- When preparing, pick the topics you want to score points on

--- Think of some of your closing argument points that apply to this witness or their information

--- Explore those areas for cross (e.g., bias, contradiction, perception problems…)

--- Have a purpose for the information you obtain (e.g., discredit the witness, confront other witnesses, support closing argument, etc.)

-- Don’t ask questions just to repeat information from the direct exam (unless critical for your cross or argument)

-- Don’t introduce argument or your conclusions – this is still examination

-- Don’t ask questions just to have something to ask the witness

-- Use leading questions to control responses unless you have a reason for not doing so

-- Start with your non (or less) controversial points to condition the witness

-- Maintain your professional demeanor during questions

--- You represent the United States

--- People expect you to be reasonable and professional

--- Most people are distrustful or at least wary of prosecutors who appear overzealous

-- Be prepared in case a witness is not responding to your questions. If your question was clear, then have a response ready that is professional and fits your style

--- “Excuse me. I’m going to redirect you to the specific question I asked…”

---“SrA Smith, my question was clear, but I’ll ask it again: yes or no, …”

--- “The question did not call for explanation. You answered ‘yes/no.’ That is sufficient. If further explanation is needed, that may come in another portion of your examination.”

--- If the witness does it too many times, you may consider involving the judge: “Objection, nonresponsive. The witness continues to go beyond the question.”