

Contents

Preparation Tips 1–31	1
The mechanics of advocacy Tips 32–86	33
Psychology Tips 87–120	89
Questioning: Examination-in-Chief/ Direct Examination Tips 121–130	125
Questioning: Cross-Examination Tips 131–179	137
Decision Makers Tips 180–225	187
Trial Strategy Tips 226–238	235
Constructing Arguments, Rhetoric and Submissions Tips 269–341	279
Useful quotes Tips 342–353	353
Resources to improve your advocacy Tips 354–365	367