

# Jury Selection: Why – What – and How Are You Doing What You're Doing?

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When you talk, you are  
only repeating what  
you already know. But  
if you listen, you may  
learn something new.

Dalai Lama



HIGHER PERSPECTIVE  
CONNECT. REVEAL. TRANSCEND.



2

## What is the Purpose?

- ~~• Inform them what the process will be like to see if they can participate~~
- ~~• Explain what my case is about to hear if anyone has questions about it~~
- ~~• Argue my facts to see if anyone disagrees with those arguments~~
- ~~• Introduce them to my client to see if anyone has opinions about him/her/what happened~~
- Discover biases about the process (civil or criminal)
- Discover opinions about the type of case
- Discover relevant life experiences
- Find core attitudes relevant to facts in case
- Discover the leaders
- They TALK – You LISTEN



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## Jury Selection

“This is the stage of the case we call voir dire. It’s a French term meaning to ‘speak the truth.’ This is the only part of the case where I will be able to speak directly to you and you will get to answer my questions. So it is very important to tell the truth.”

**Don't do that**



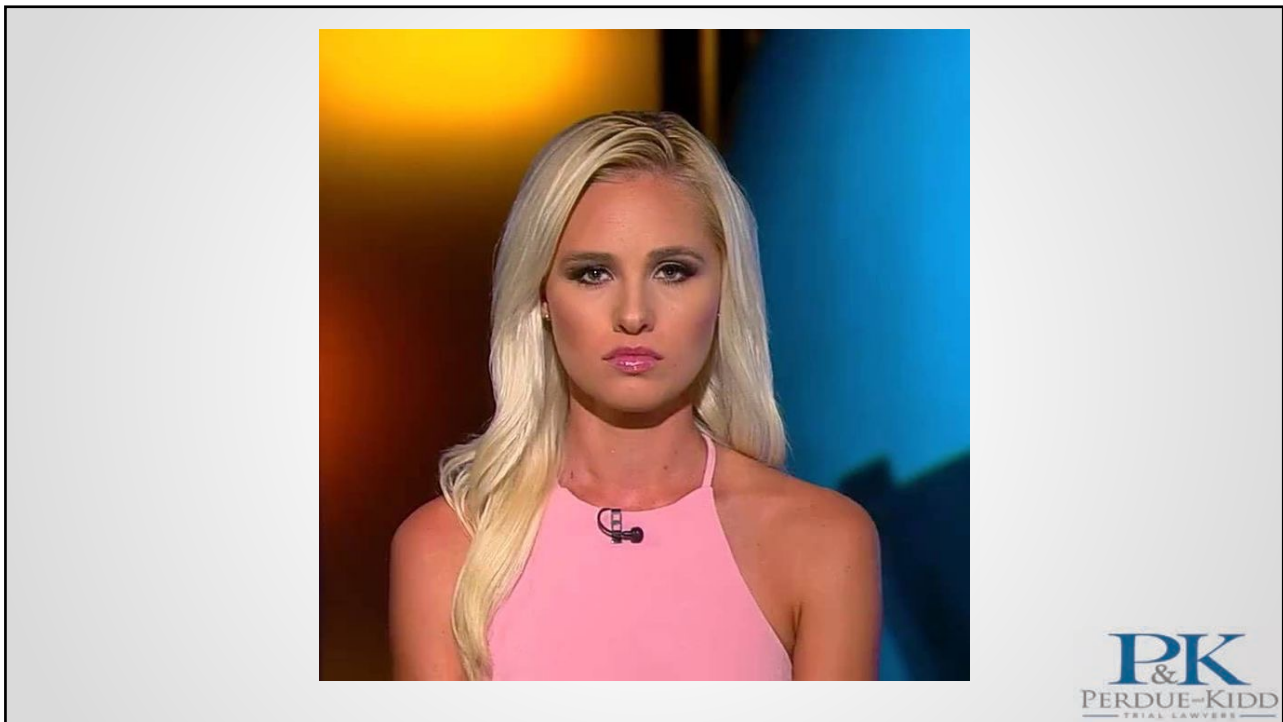
**Do this**



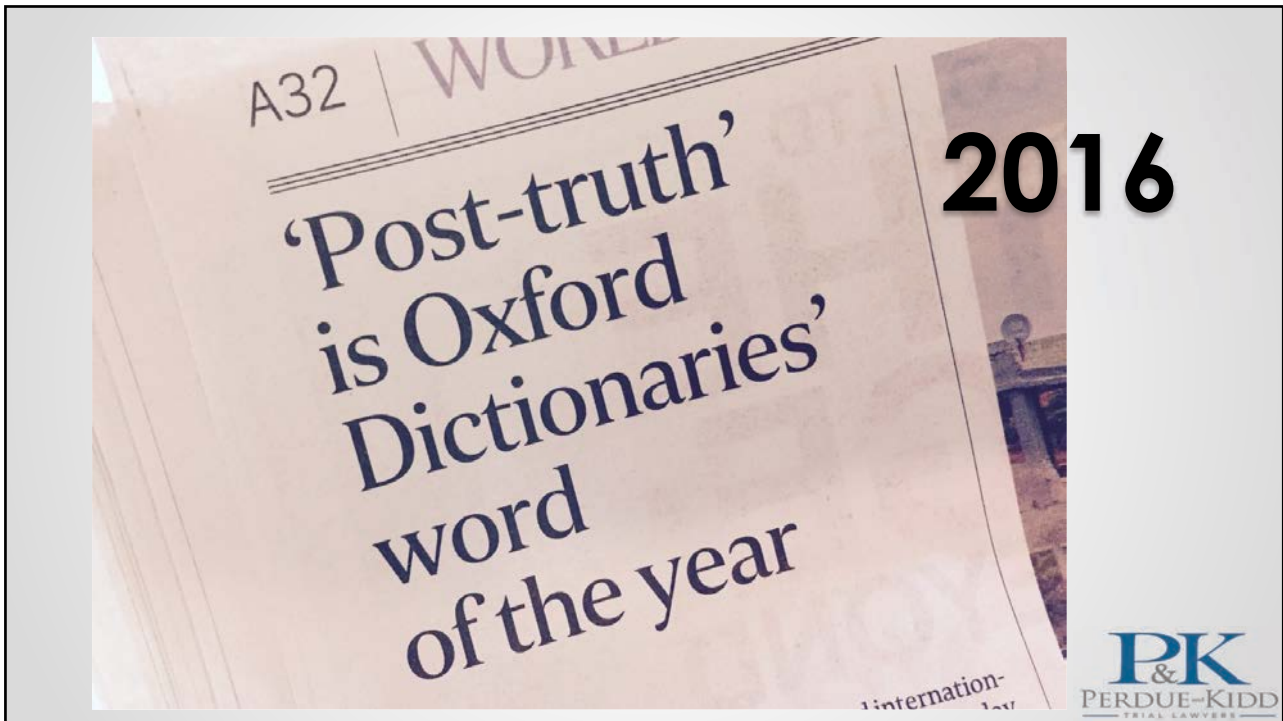
“This is the part of the case that you get to do the talking and we get to listen.”



4



5



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