

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



3

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



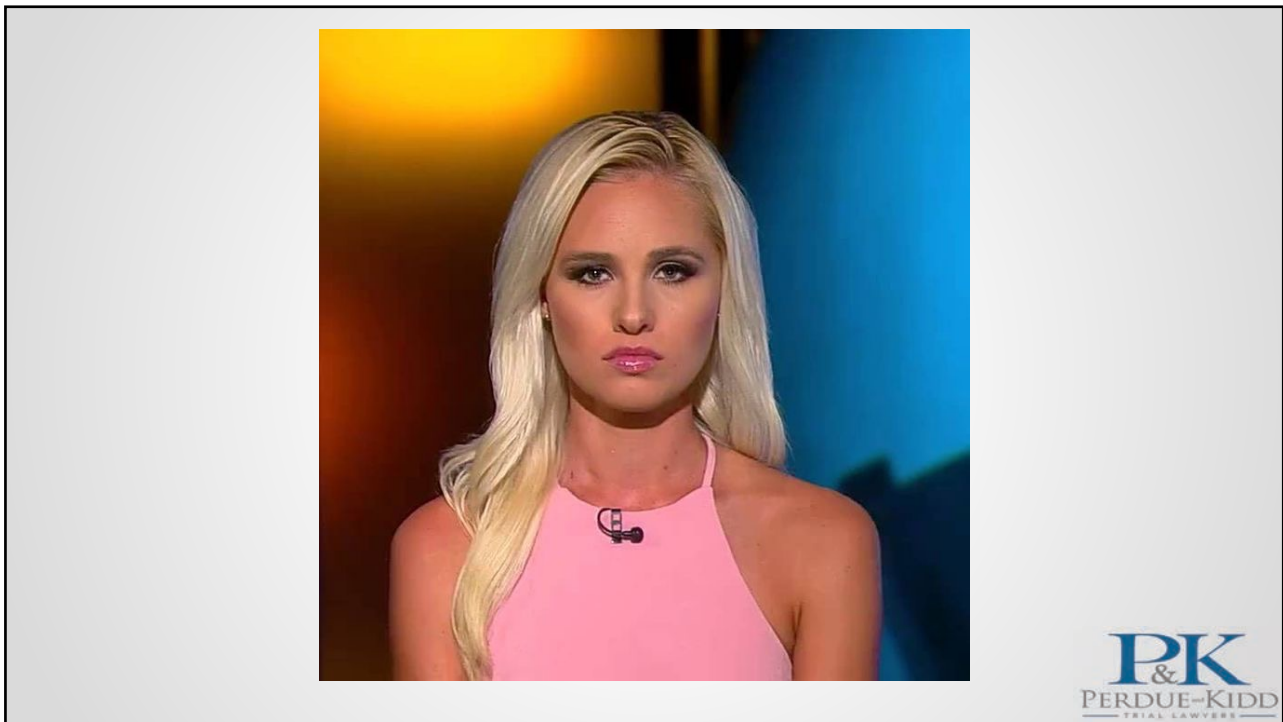
Do this



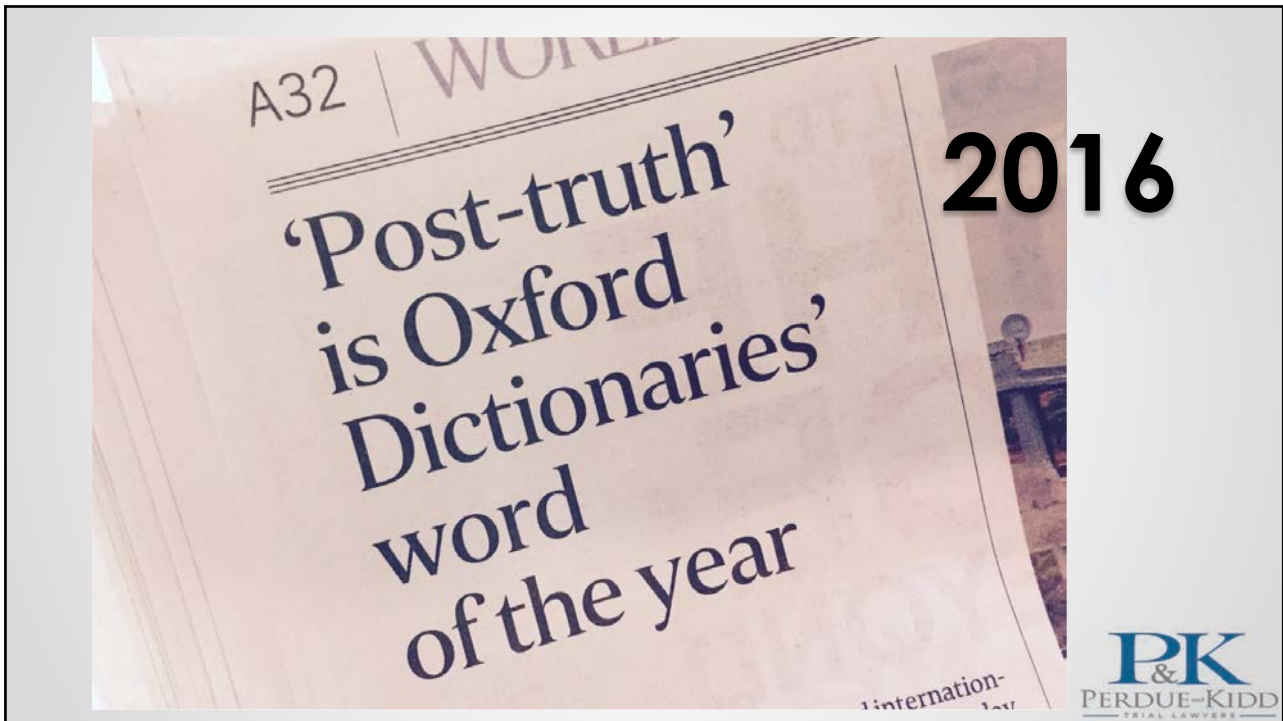
“This is the part of the case that you get to do the talking and we get to listen.”



4



5



6

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