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**CROSS EXAMINATION:  
A QUESTION OF CONTROL****Mike Davis**

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SLACK DAVIS SANGER, LLP  
2705 Bee Cave Road, Suite 220  
Austin, Texas 78746  
(512) 795-8686 (telephone)  
(512) 795-8787 (fax)  
[mdavis@slackdavis.com](mailto:mdavis@slackdavis.com)

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# **CROSS EXAMINATION: A QUESTION OF CONTROL**

**Mike Davis**  
**SLACK DAVIS SANGER, LLP**  
**2705 Bee Cave Road, Suite 220**  
**Austin, Texas 78749**  
**Telephone: 512-795-8686**  
**Email: mdavis@slackdavis.com**

Control is the key to effective cross-examination. Preparation is the first step in taking control. Effective cross-examination begins with learning about the witness and the subject matter, fully exploring the witness' testimony in deposition, and knowing the applicable law. With this framework, you can develop a cross-examination strategy.

## **PREPARATION**

### **Who Is The Witness**

How you prepare and what you do to prepare will depend upon the witness. Is the witness a fact witness or an expert witness? A witness who is not an expert witness may testify only if the witness has personal knowledge of the subject matter. Tex. R. Evid. 602.

Consequently, areas of inquiry of a fact witness might include:

- The witness' opportunity to observe or know the facts.
- The witness' ability to recall the facts.
- Whether the witness has a bias.
- Prior inconsistent statements by the witness.

Areas of inquiry for an expert witness could include:

- The witness' qualifications to testify on the subject matter.
- The witness' methodology in forming opinions.
- Whether the witness has sufficient data to form opinions.
- What the witness' opinions are.

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"From Deposition to Cross-Examination: Finding It, Organizing It, and Using It"