

CONTENTS

CHAPTER	PAGE
1—THE NATURE OF ADVOCACY	1
2—PRELIMINARY MATTERS	12
3—OPENING THE PLAINTIFF'S CASE	32
4—EXAMINATION-IN-CHIEF	56
5—CROSS-EXAMINATION	75
Some Rules for Cross-Examination	87
An Injudicious Cross-Examination	93
6—CLASSES OF WITNESSES, WITH SUGGESTIONS FOR CROSS-EXAMINING THEM—	
1. The Lying Witness	98
2. The Flippant Witness	110
3. The Dogged Witness	114
4. The Hesitating Witness	116
5. The Nervous Witness	117
6. The Humorous Witness	119
7. The Cunning Witness	120
8. The Hypocrite	121
9. The Witness Partly True and Partly False ..	123
10. The Positive Witness	125
11. The Stupid Witness	126
12. The Semi-Professional Witness	131
13. The Police Constable	133
14. The Truthful Witness	136
15. The Medical Witness	139
16. The Awkward Witness	148
17. The Convict	153
18. The Private Detective	155
19. The Expert in Handwriting	158
7—A FALSE ALIBI, AND AS TO THE MODE OF DEALING WITH IT	167

CHAPTER	PAGE
8—RE-EXAMINATION	173
9—OPENING THE DEFENDANT'S CASE	181
10—SUMMING-UP THE DEFENDANT'S CASE	191
11—REPLY	193
12—CONDUCT OF A PROSECUTION	211
13—ANALYSIS OF THE OPENING SPEECH IN THE TRIAL OF PALMER	230
14—CONDUCT OF A DEFENCE IN A CRIMINAL TRIAL	259
15—ILLUSTRATIVE CASES—	
1. The Postman's Case	277
2. The Policeman's Case	282
3. The Bookbinder's Case	288
4. An Important Question in a Murder Case	297
5. A Horse-stealing Case	299
6. An Action for Malicious Prosecution	302
16—TACTICS	309
INDEX	330