

# REGISTRATION FORM

## Registration Fee:

One seminar: \$225

Both seminars: \$400

Please make check payable to University of Missouri and mail to: Continuing Legal Education, UMKC School of Law, 5100 Rockhill Road, Kansas City, MO 64110-2499. If you have any questions call our office at (816) 235-1648.

Enclosed is \$ \_\_\_\_\_ for \_\_\_\_\_ registration(s) for enrollment in (please check)

- The 25 Credibility Arguments **Kansas City, Monday November 27, 2006**  
 Attacking the Expert's Opinion **Kansas City, Tuesday November 28, 2006**  
 Both seminars in **Kansas City, Monday & Tuesday November 27 & 28, 2006**  
 The 25 Credibility Arguments **St. Louis, Wednesday November 29, 2006**  
 Attacking the Expert's Opinion **St. Louis, Thursday November 30, 2006**  
 Both seminars in **St. Louis, Wednesday & Thursday November 29 & 30, 2006**

Name (please print or type)

Firm or Company

Address

City/State

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(Optional - complete only if you wish to receive Fax or e-mail notification of upcoming seminars)

**If paying by credit card, fill out the following information.**

**Credit card registrations may be faxed to (816) 235-5414.**

VISA       MasterCard       Discover

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Relay Missouri. 800-735-2966 (TT) 800-735-2466 (Voice).

No admission ticket or confirmation will be sent. Just pick up materials at the registration desk on the day of the program. Preregistration is encouraged. There is no penalty for walk-in enrollments.

### Cancellations & Refunds

We understand that conflicts arise. Cancellations received 48 hours or more prior to the beginning of the program will be refunded. Alternatively, you may choose to receive a credit voucher for a future UMKC/CLE program. Late cancellations and "no shows" will receive program materials on request. Substitutions are always permitted.

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## THE 25 CREDIBILITY ARGUMENTS FOR DEPOSITION AND TRIAL

Monday, November 27, 2006

**Hyatt Regency • 2345 McGee**  
Kansas City, Missouri

**Robert Musante • Robert Musante's CLE Seminars • California**

**8:00 A.M. REGISTRATION**

- 8:30 A.M.**
- Primer re "*The Magnificent Seven*"
  - Five arguments introduced: question-dodging, characterizations, values, external source, and inconsistent statements
  - World-famous cross-examination
  - Introduction to "*The Un-Reasonables*" ... the toughest-to-craft arguments

**10 A.M. BREAK**

- 10:10 A.M.**
- Witness's action not reasonably consistent with knowledge/motivation
  - Witness unreasonably deviated from a practice
  - Witness unreasonably deviated from a precedent

**11:20 A.M. BREAK**

- 11:30 A.M.**
- Witness not reasonably knowledgeable
  - Witness not reasonably considering

**12:30 P.M. LUNCH ( ON YOUR OWN )**

- 1:30 P.M.**
- Witness not reasonably reasoning
  - Witness not reasonably motivated
  - Witness not reasonably emotional

**2:50 P.M. BREAK**

- 3 P.M.**
- Witness's admission necessity posing as virtue
  - Witness's memory unreasonably poor
  - Witness's memory unreasonably good

**4:30 P.M. ADJOURN CLE Credit: 7.8 Mo. / Kan. pending**

Wednesday, November 29, 2006

**Sheraton Hotel • 7730 Bonhomme**  
Clayton, Missouri

## ATTACKING THE EXPERT'S OPINION

Tuesday, November 28, 2006

**Hyatt Regency • 2345 McGee**  
Kansas City, Missouri

**Robert Musante • Robert Musante's CLE Seminars • Alamo, CA**

**8:00 A.M. REGISTRATION**

- 8:30 A.M.**
- "*World-class*" adverse expert introduced
  - Overview: deposition logic applied to adverse expert
  - When impeachment of expert should be played at deposition
  - Cross-examiner's problems and expert's pedestal
  - Every expert's opinion analyzed thru O=R+ 2F
  - "End Point" opinions
  - Critical listening skills (a quick test)

**10 A.M. BREAK**

- 10:10 A.M.**
- 5 categories of expert opinions
  - 9 types of expert rules
  - X and Y factors
  - Scientific vs. experiential rules (science vs. art)

**11:20 A.M. BREAK**

- 11:30 A.M.**
- Non-expert rules and "cloak of expertise"
  - Expert's rule's essential factors ("necessary" and sufficient")
  - Expert's weighing process
  - Critical listening skills (2<sup>nd</sup> quick test)
  - Two incredibly important - and easy to master - techniques

**12:30 P.M. LUNCH ( ON YOUR OWN )**

- 1:30 P.M.**
- Attacks vs. expert's X factors
  - The "certainty" scale and two archetypal arguments
  - Six sources of assumptions
  - Attacking expert's findings derived through expert methods
  - Attacking expert's findings derived through non-expert methods
  - Expert's self-annointed pedestal-status (3<sup>rd</sup> quick test)

**2:50 P.M. BREAK**

- 3 P.M.**
- Expert's three - and only three - attacks vs. Y factors
  - Numerical hypothetical questions (bright line test vs. subjective grey)
  - Freud vs. Frasier (expert's searing psychological "insights")
  - Occam's Razor
  - "Musaccam's" Razor and the weak links in expert's opinion
  - Attacking expert's double standard re career
  - Attacking expert's double standard re case

**4:30 P.M. ADJOURN CLE Credit: 7.8 Mo. / Kan. pending**

**Questions? Call: 816-235-1648**

## About the presenter:

**Robert Musante** is the country's foremost teacher of deposition cross-examination skills. As a lecturer of trial advocacy at the University of California, Boalt Hall, from 1984 to 1999, and as the creator of 4 unique and highly entertaining seminars, he has taught over 25,000 lawyers in 39 states and 11 offices of state attorneys general the science and art of taking GREAT! adverse depositions. Musante is a former prosecutor, an accomplished civil trial attorney, and has made numerous appearances on national TV and local radio as a trial commentator.

### Teaching Experience:

Author and presenter of CLE seminars since 1993.

Lecturer in Civil Trial Advocacy, University of California at Berkeley, Boalt Hall Law School, 1984-1999.

Continuing Education of the Bar (C.E.B.) panel member for "Direct and Cross Examinations" and "Preparing For, Defending and Taking Depositions."

Teacher and featured speaker in advocacy skills at Hastings College of Trial Advocacy.

Teacher and featured speaker in advocacy skills at National Institute of Trial Advocacy.

Appeared on national television six times, and radio over 50 times, to comment about the O.J. Simpson criminal trial.

### Rave reviews in Kansas City and St. Louis for Robert Musante's programs St. Louis

*Captivating speaker...very informative seminar...can't wait to apply these concepts in my next deposition. No comparison to other seminars - this was great!*

*Excellent seminar - it caused me to seriously rethink the conventional wisdom for taking adverse depositions and mapping out an approach to take more effective ones.*

*Fantastic seminar...excellent speaker. This seminar is much more thorough, insightful and original than others.*

*It gives me a lot to think about. I have been wasting a lot of time in my depositions.*

### Kansas City

*Finally, a useful and practical approach to taking and using depositions for their ultimate purpose. There is no comparison between this seminar and others...this is the only deposition seminar I have attended that was worth the time and money.*

*This seminar was much more relevant to an effective practice than any other I've attended.*

*Excellent practical commentary; it even allowed me to prepare some questions for an upcoming deposition using several of the cross-exam techniques outlined.*

*I will be using it every time I confront a witness.*

*See [www.killerdepo.com](http://www.killerdepo.com) for thousands of rave reviews from litigators throughout the country.*



## NATIONAL SPEAKER SERIES FROM THE KILLER! DEPOSITION SEMINAR SERIES CREATED BY ROBERT MUSANTE, J.D.

### THE 25 CREDIBILITY ARGUMENTS FOR DEPOSITION AND TRIAL

**Logically, trial is argument and deposition is trial.**

**Therefore deposition is argument.**

**There is no such thing as a "discovery" deposition. ALL depositions are trial depositions. In EVERY adverse deposition, a central goal of the cross-examiner is to craft credibility arguments that settle cases or win trials. The focus of this seminar is a uniquely valuable – and entertaining – analysis of the most difficult to master credibility arguments: the "Un-Reasonables," which are vital to the execution of great adverse depositions or great trial cross-examinations.**

Kansas City, Missouri  
Monday, November 27, 2006

St. Louis (Clayton), Missouri  
Wednesday, November 29, 2006

### ATTACKING THE EXPERT'S OPINION

**There is one right, logical method with which to effectively attack the adverse expert's opinion at deposition ... no matter the area of law or the field of expertise. As never before, this seminar brilliantly elucidates that logical method and teaches the archetypal set of integrated questions that are at the heart of every great adverse expert deposition.**

Kansas City, Missouri  
Tuesday, November 28, 2006

St. Louis (Clayton), Missouri  
Thursday, November 30, 2006

**Each seminar qualifies for CLE Credit: 7.8 Mo. / Kan. pending**

Programs in Kansas City are a co-production of the  
University of Missouri – Kansas City Law School CLE and the  
Kansas City Metropolitan Bar CLE

UMKC CLE web site: [www.umkc.edu/law/cle](http://www.umkc.edu/law/cle)



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