

2022 ISBA Litigation Symposium
State of the Art Trial Advocacy: New Strategies for Jury Persuasion

August 25, 2022

CLE: 9:00 a.m. – 4:45 p.m. ET | Social: 4:45 – 5:30 p.m. ET

Program Agenda

9:00 - 9:30 a.m. ET	Check In
9:30 - 9:45 a.m. ET	Welcome and Introductions
9:45 - 10:45 a.m. ET	Session 1: Richard Gabriel (1.0 hr. CLE) <ul style="list-style-type: none">• OJ Simpson and Casey Anthony – What high profile cases teach us about trials• Today's juries: the pandemic, political polarization, social justice, social media and juror distrust of facts and authority• Five biases that affect all jury and judicial decision making
10:45 - 11:00 a.m. ET	Break
11 a.m. - 12 p.m. ET	Session 2: Richard Gabriel (1.0 hr. CLE) <ul style="list-style-type: none">• Ten tips for more effective jury selection: the Phil Spector and Kwame Kilpatrick trials• Jury selection demonstration• The Art of Advocacy: five core principles of persuasion for motions, mediations, opening statements, and closing arguments
12:00 - 1:00 p.m. ET:	Lunch
1:15 - 2:15 p.m. ET	Session 3: Richard Gabriel (1.0 hr. CLE) <ul style="list-style-type: none">• Stories are more important than evidence – creating a compelling litigation and trial narrative• Preparing witnesses for clarity, communication, and credibility• The Courtroom Theater: techniques for improving trial performance• Trial mapping to effectively plan your evidence sequence
2:15 - 2:30 p.m. ET	Break
2:30 - 3:30 p.m. ET	Session 4: Richard Gabriel (1.0 hr. CLE) <ul style="list-style-type: none">• Trial Risk Evaluation: a system to identify strengths and weaknesses• How juries really decide damages and influence strategies• The future of the justice system: online courtroom, jury mediations, and restorative justice
3:30 - 3:45 p.m. ET	Break
3:45 - 4:45 p.m. ET	Session 5: Core Principals of Persuasion & The Courtroom Theater (1.0 hr. CLE) <i>Justice Steven David, Betsy Greene, John Trimble, Richard Gabriel</i> <ul style="list-style-type: none">• Five core principals of persuasion for motions, mediations, opening statements, and closing arguments• Techniques for improving trial performance
4:45 - 5:30 p.m. ET	Social