Practical Tools for the Practicing Lawyer from BNA!

- **THE UNITED STATES LAW WEEK**
  Gives you full or partial text and digests significant decisions of federal district courts and courts of appeal, and state courts of last resort, long before publication in regional reporters. Covers every disposition by formal opinion, summary affirmation or reversal, or denial of review. Brings you full text and digests of Supreme Court opinions on the day they're handed down. Plus, text and digests of significant federal agency rulings weeks before other sources. Indexed.

- **ANTITRUST & TRADE REGULATION REPORT**
  Weekly reports on FTC and Justice Department's Antitrust Division activities; legislative developments; Supreme Court arguments, opinions, and orders; decisions of other courts; changes in state antitrust and trade regulation; private litigation; class actions; suits for injunctions; and treble damage cases. Full texts of appropriate material, plus special analyses of major developments. Indexed.

- **THE UNITED STATES PATENTS QUARTERLY**
  This is the only accepted and cited source of decisions exclusively dealing with patents, trademarks, copyrights, and unfair competition. You get advance sheets weekly, volumes quarterly. Indexed from 1929 to date.

- **THE CRIMINAL LAW REPORTER**
  Weekly review and analysis of current developments in criminal law administration, interpretation, and enforcement. Covers Supreme Court proceedings, arguments, actions, filings; decisions of federal courts of appeal and district courts, and of principal state courts; congressional and state legislative action; reports and recommendations of commissions, associations, the Bar, and law journals. Full text and digests of all Supreme Court opinions in criminal cases, and text of significant federal legislation. Indexed.

- **FEDERAL CONTRACTS REPORT**
  Supplies you with weekly coverage of U.S. Government procurement and grant programs, policies, and regulations; decisions of Boards of Contract Appeals, Comptroller General, Renegotiation Board, Courts of Claims, Tax Court, and other courts and agencies; plus federal legislation affecting the Government and its contractors and grantees. Indexed.

- **BNA's PATENT, TRADEMARK & COPYRIGHT JOURNAL**
  Gives you weekly notification, analysis, and interpretation of important current developments in these fields; plus full or partial text of proposed or enacted legislation and treaties; congressional reports; important court and agency rulings; pertinent policy statements and speeches; Patent and Trademark Office and Copyright Office opinions, statements, and rules. Indexed.

- **THE FAMILY LAW REPORTER**
  Weekly notification and reference service on domestic relations; adoption; children's rights; abortion; tax aspects; and much more. Full text of all current state divorce statutes, and pertinent federal statutes. Covers latest legislative actions; litigation results; Supreme Court arguments and filings. You get full text of Supreme Court decisions and select lower court opinions. Includes case table and special monographs on practice-oriented subjects. Indexed.

For further information, please write or call:

THE BUREAU OF NATIONAL AFFAIRS, INC.
1231 25th St. N.W. Washington, D.C. 20037
Telephone: 202-452-4200
Questioning Techniques and Tactics
by Jeffrey L. Kestler

Presenting new principles and techniques that can give you the winner's margin of victory in litigation!

At last, here is a book that takes a fresh look at advocacy and the skills required of the new breed of litigator who must be expert in the examination of witnesses, both before and during trial.

Here is what you get in this comprehensive work:

Truly a how-to handbook with succinct guidance...

...that inspires confidence in advocates by discussing pitfalls and mistakes even the best lawyers make—and how to deal with them...

...that offers pertinent examples to illustrate well-thought-out principles clearly articulated techniques you can use at once in your own work...

...that explores not only existing questioning techniques and tactics but also suggests many new approaches.

Comprehensive in scope, with broad-ranging discussions of...

...questioning strategy in discovery and at trial...

...cross-examination explored from a NEW tactical perspective...

...witness control...

...psychological aspects of questioning including discussion of non-verbal tactics...

...specific questioning tactics...

...handling opposing counsel...

...handling specific types of witnesses...

...witness preparation...

...plus much, much more.

Special features include...

• a unique chapter devoted to the female litigator’s special concerns. Put QUESTIONING TECHNIQUES AND TACTICS to work in your own practice for 30 days at our risk. See for yourself why more and more litigators are relying on this new text to help them question witnesses more effectively than ever before. Order today.


Contents

1. Fundamentals of Questioning Strategy
2. Principles of Cross-Examination and Witness Control
3. Psychological Aspects of Questioning Strategy
4. Winning Through Interrogation: Questioning Techniques and Tactics
5. Handling Particular Types of Witnesses
6. Handling Witnesses Who Assert the Fifth Amendment Privilege
7. The Deposition: Additional Principles and Considerations
8. Handling Opposing Counsel: Winning the Battle For Control
9. Total Witness Preparation
10. Not For Women Only: The Female Litigator

30-Day Free Trial

See how useful Questioning Techniques and Tactics can be in your practice—free for 30 days. For fastest service, phone your order toll-free:


At the end of the period, simply return the book…or keep and continue to benefit from its authoritative information. It’s risk-free—so call us today.

Shepard’s/McGraw-Hill
P.O. Box 1235
Colorado Springs, CO 80901
Telephone 303/475-7230
Professional Dependable SERVICE

In sixteen states and the District of Columbia, lawyers, judges and legislators are dependably served by the state code publications of The Michie Company. Timely, accurate and reliable, our state code publications are compiled, annotated and indexed by an expert staff of over fifty professional lawyer-editors, assisted by modern computer technology.

Our state code services include complete annotations, annual supplementation, and comprehensive indexing. Supplements are edited, annotated, proofread, indexed, printed, bound and shipped — usually within ninety days of our receipt of the new legislation.

This record of professional, dependable editing and timely service is why The Michie Company has published more new state codes in the last twenty years than any other law publisher.

THE MICHIE COMPANY

for customer service contact:

In Northern Indiana:
BILL WEBER
10943 Wonderland Drive
Indianapolis, Indiana 46239
(317) 257-5376

In Southern Indiana:
SCOTT McEWEN
405 Old Towne Road
Louisville, Kentucky 40214
(502) 366-6915