

40-Hour SANE-SART Pediatrics Course

Cross Examination by the Defense

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Cross Examination

- What is the cross examination?
Cross examination is the defense's only opportunity to present important facts, inferences and impressions that will support the opposing side.

Cross Examination Considerations

- Be prepared
- Confidence
- Remain professional
- Educate

Your Demeanor

- Dress professionally, but comfortable
- Breathe and stay calm
- Be mindful of your voice

Defense Strategy

To persuade the jury that the nurse's testimony is:

- Inconsistent
- Biased
- Personally motivated
- Lacking knowledge

Be Prepared For

- Leading questions
- Close ended questions
- Non-verbal tactics
- Questions related to your degree of certainty
- Critiques of your experience and qualifications
- Generalizations
- Difficult pronunciations
- Accusations

Responding to Questions

- Listen carefully
- Make sure you understand the question that is being asked
- You may ask, “Do I have to answer that?”
- Take your time in answering the question that was asked
- Be able to explain any technical terms that you use
- Tell the truth

The Ten Commandments of the Defense Team (1of3)

- *The First Commandment: Thou Shalt Prepare*
- *The Second Commandment: Thou Shalt Know Thy Objective*
- *The Third Commandment: Thou Shalt Take Baby Steps*
- *The Fourth Commandment: Thou Shalt Lead the Witness (Usually)*

The Ten Commandments of the Defense Team (2of3)

- *The Fifth Commandment: Thou Shalt Know Thy Style and Adapt It to the Occasion*
- *The Sixth Commandment: Thou Shalt Know When to Quit*
- *The Seventh Commandment: Thou Shalt Know What to Take to the Podium*
- *The Eighth Commandment: Thou Shalt Know Thy Audience*

The Ten Commandments of the Defense Team (3of3)

- *The Ninth Commandment: Thou Shalt Know the Rules of Evidence*
- *The Tenth Commandment: Thou Shalt Know Thy Judge*

In Conclusion

- The case is not won by experts.
- Objectivity is key
- Credibility

QUIZ FOR MODULE 9

- Please enter your first and last name. The password is "hospital".
- Pediatric Course: Module 9
