



Kobre & Kim Break the Traditional “Rules” of Direct Examination, in Law 360

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Kobre & Kim attorneys Matthew Menchel, Jonathan Cogan and Rebecca Mangold evaluate the direct examination process, dispelling traditional “rules” that novice trial lawyers often practice in favor of more pointed and effective techniques. “The purpose of direct examination is more than just getting evidence into the record to be used for the closing argument,” the team writes. “On the contrary, much like an effective cross-examination, the most powerful direct examinations are ones in which the examiner is able to use the witness to make points to the jury in the moment while the witness is testifying.” Having proactive techniques of examination not only helps to establish the pace and flow of witness testimony but also places emphasis on key findings and case themes.

[Read the full article here.](#) (subscription required).