

# Insights



## **Matt Menchel Dispels “Conventional Wisdom” Trial Lawyers Follow for Cross-Examination in Law 360**

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Kobre & Kim attorney Matt Menchel spoke with Law360 on the process of cross-examination, dispelling conventional rules many novice trial lawyers practice in Law360. While traditional rules of cross-examination and trial proceedings can help newer lawyers avoid costly missteps, heavy reliance can often be counterproductive in the courtroom.

“Trial lawyers as a whole are taught that cross-examination is something to be feared, something in which you’re trying to get in and get out, and restrain the witness from saying anything,” he explains. Asking questions and expanding on key points, as opposed to keeping things brief by the rule of thumb, is one technique for more pointed and effective examinations.

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