

Cross-Examination By A Defence Counsel Can Be Intimidating And Full Of Traps.

How Do You Survive It ?

Civil Service Investigation :

# SURVIVING CROSS EXAMINATION

Organized by :



3 October 2011

9am – 5pm

Holiday Inn Singapore

### OVERVIEW

Every maneuver by a defence counsel is cleverly designed to raise reasonable doubt in the evidence and processes presented by the prosecution. Aggressive methods used to undermine your credibility can also be expected. Good defence counsels can "think on their feet" and burst out in rapid fire. When you see these techniques coming, you can brace yourself for a difficult time on the witness stand.

Cross-examination by a defence counsel can be intimidating and full of traps. They will pile on the pressure by exploiting your nervousness and trick you into saying something you shouldn't say. In your state of confusion and mind blanks, they will put the best spin on the facts, have you agree to an exaggerated petty issue and put across an apparently absurd idea. The witness stand is a fearful and dreaded place.

Being prepared is the key to survive and excel as a witness. Preparing for a trial requires you to organize, clarify and simplify your thoughts. Trial work is not science but has very important and profound consequences if you do not get your points across clearly and effectively.

In this 1-day experiential workshop, you will know what to expect in cross-examination, preparing for it, recognized strategies of attack and techniques to counter them. Drawing on his professional experience in court, defence counsel - Dr. Steven Lam, will show you how to reduce anxiety on the witness stand and specific methods for dealing with the most aggressive cross-examinations.

"The goal of defence counsels is not to find out the truth but to get their clients off the hook."

*...Dr. Steven Lam, Defence Counsel*

### KEY BENEFITS:

- GAIN insights on techniques lawyers use in cross-examination.
- OVERCOME anxiety and fears.
- DISPLAY congruence in verbal and nonverbal communications.
- ARTICULATE your verbal communication with clarity.
- ANTICIPATE typical patterns of cross-examination.
- MANAGE intimidation and bullying by defence counsel.
- RESPOND appropriately when areas of lack of knowledge are tapped.
- HANDLE surprise attacks calmly.
- INCORPORATE responsible and professional techniques.

### WHO SHOULD ATTEND

This course designed for all civil service professionals who need to bear witness in the courtroom.

## BRIEF PROGRAM OUTLINE

Included will be a demonstration on how to respond to an ad hominem attack where the defence lawyer directly and personally attacks the witness to diminish the impact and credibility of the testimony.

We will explore the types of questions asked of witnesses, strategies and tactics of the defense and how impart knowledge on how to deal with cross examination in the witness box.

You are given the opportunity to participate in a mock cross-examination. Topics include:-

- Common problems facing witnesses
- Preparation for testimony
- Nonverbal behaviors and communication: Gestures, Voice and Posture
- Handling anxiety about testimony, Specific techniques for mastery of the witness role
- Coping with Cross-Examination:
  - General Considerations
  - The Push-Pull
  - Closing the Gate / Trap setting
  - The Indirect Hit
  - The Time Line Approach
  - The Admit-Deny
  - Answer Yes or No
  - Eye Contact
  - Pace and Thought
  - Personal Space
  - Negative Assertions
  - Damage Control

Examples of challenging and difficult questions and answers.

Gender and attempted invasions of personal privacy on the stand.

## OUR UNIQUE ADVANTAGE

Singapore civil service professionals from 11 Ministries, 41 Statutory Boards and 23 other government organizations have attended our CSI series training, filling over a thousand training places. Our creative approach to the design of each course enhances the transfer of practical skills and knowledge.

Our Civil Service Investigation (CSI) series is a systematic and structured training for professionals involved in investigative, regulation and law enforcement work. It is an effective, experiential and possibly the most comprehensive investigation skills training program outside law schools in Asia.

Investigators and prosecutors often face a strong and highly experienced defence team. Knowing the game defence counsels play can greatly increased your rate of success.

But it is very hard to find good defence counsels to share their vast knowledge, experience, tricks and strategies. Their busy schedule would not permit them time to do so...until now!

Dr. Steven Lam, the trainer in CSI: Surviving Cross Examination workshops is a prominent defence counsel, ex-police officer and gifted teacher. He assimilates knowledge into wisdom, offer penetrating insights, present radically new perspectives, expand and sharpened minds. He will share his intimate knowledge of his work experience sitting on both sides of the court. Loop holes, tricks and techniques commonly exploited by good defence counsels to frustrate prosecution's effort and work will be shared.

Sun Tzu says, "Know your enemies, know yourself, 100 battles, 100 victories."

This is a truly unique opportunity to gain perspectives and knowledge from "the other side"

## TESTIMONIALS

“Steven has clearly illustrated the objectives of the course through role plays and practical experiences. I do not feel bored through the course and I find it easy to remember the knowledge and skills through the practical lessons.”

*...Head Intelligence, Ministry of Community Development, Youth & Sports*

“A really good workshop especially for investigation officer (IO).”

*...Assistant Director, Ministry of Tourism, Malaysia*

“Yes, keep up the good work. With this methods and skills, we would be more confident in cross-examination.”

*...Assistant Intelligence Officer, Singapore Customs*

“Benefited, yes, believe we can interact better. Dr Steven Lam is very experience.”

*...Assistant Investigation Officer, Singapore Customs*

“Dr Lam gives us a very good background on how to prepare for cross-examination. In addition, he provides good and relevant examples / cases to facilitate our understanding. He also provide us with many pointers to look out for during trial and cross-examination.”

*...Investigation Officer, Singapore Customs*

“Great job! Interesting and informative!”

*...Investigation Officer, Singapore Customs*

“To understand cross examination, it is recommended to start with this workshop.”

*...Assistant Investigation Officer, Singapore Customs*

“It enhances my confidence to be cross-examined.”

*...Anonymous*

“Very experienced speaker, speaking and sharing his own personal courtroom experience with participants!”

*...Investigation Officer, Singapore Customs*

“All in all, very well carried out. Excellent logistics support. Thanks!”

*...Higher Customs Officer II, Singapore Customs*

## ABOUT YOUR TRAINER



**Dr. Steven Lam** is currently a partner of an international law firm. Before this, he was a senior lawyer handling complex international dispute resolution and corporate matters specialising in shipping, international trade, reinsurance and insurance disputes & cross-borders mergers & acquisitions.

Dr. Lam’s wealth of experience in investigation and interrogation was acquired while working in an investigative agency. He was extensively involved in witness interviews and interrogation processes.

His corporate experience includes being a General Counsel of a multinational oil & gas & shipping company, and as Chief Legal Officer of a medical healthcare provider. During his tenure, he was directly involved in several due-diligence processes for complex and multi-million cross border mergers-and-acquisitions, and internal audits and risk management investigations.

In 2006, he was awarded the Book Prize in Drafting and Award Writing by the President of London’s Chartered Institute of Arbitrator.

His other current Involvements include acting as:

- Independent Director of the Singapore Heart Stroke and Cancer Centre;
- Independent Director of the Prestige Healthcare Investments Pte Ltd;
- Partner-Associate and Consultant of the Legal Aid Bureau of the Ministry of Law for complex commercial cases;
- Panel Arbitrator, Law Society Arbitration Scheme;
- Panel Arbitrator, Singapore Institute of Arbitrators;
- PRACMENTOR, Law Society (Arbitration and International Business Transactions);
- Associate Mediator, Subordinate Courts of the Republic Of Singapore;
- Mediator, Consumer Associate of Singapore;
- Town Councillor for Punggol Town Council.

For his community and other contributions to society he was awarded the Public Service Medal (PBM) by the President of Singapore in 2005.

# Workshop Registration Form

## CSI: Surviving Cross-Examination

03 Oct 2011 • 9am – 5pm • Holiday Inn Singapore, Orchard City Centre

Enquiries, please contact: **Anna Oh**

Tel: +(65) 6100 0621 ♦ Hp: 9119 2176

anna@maitreallianz.com ♦ www.maitreallianz.com

Qty	WORKSHOP (Price Per Person)	Total Price
	Normal : S\$ 798	S\$
	Early Bird: S\$ 698 (by 26 Aug 11)	S\$
	Group of 3: S\$ 665	S\$
	5% Admin Fee	S\$
	Total	S\$

### DELEGATE 1

Name: Mr / Mrs / Ms / Dr

Email: Tel:

Job Title: Dept:

### DELEGATE 2

Name: Mr / Mrs / Ms / Dr

Email: Tel:

Job Title: Dept:

### DELEGATE 3

Name: Mr / Mrs / Ms / Dr

Email: Tel:

Job Title: Dept:

### CONTACT PERSON

Name: Mr / Mrs / Ms / Dr

Email: Tel:

Job Title: Dept:

Organization:

Street: Unit:

Building: Postal Code:

### PAYMENT TERMS

CHEQUE: make payable to :  
Maitre Allianz Pte Ltd  
Pls mail to: 3 Queen's Road, #10-163, S(260003)

Bank Transfer: Maitre Allianz Pte Ltd  
UOB, Rochor Road Branch  
Account No: 147-3020-918

- ♦ Payment must be made in Singapore Dollars
- ♦ Payment is required within 5 working days on receipt of invoice
- ♦ Bookings within 10 working days before event – cash payment only

### CANCELLATION, NO-SHOW, POSTPONEMENT, SUBSTITUTION POLICY and CONTACT DETAILS.

Substitution is allow at any time. No refund for cancellation or No-Show. Absentee or No-Show will be charged the full course fee. Cancellation must be made in writing. 100% credit will be given for cancellation received more than fourteen (14) days prior to event. All credits are valid for 12 months from the date of issue. No credits for cancellation received less than fourteen (14) days prior to event. If we cancel or postpone an event, 100% credit will be given to all who have paid. We shall assume no liability whatsoever if this event is altered, rescheduled, postponed or canceled due to a fortuitous event, unforeseen occurrence, or any other event that renders performance of this event inadvisable, illegal, impractical or impossible. For purpose of this clause, a fortuitous event shall include but not limited to: an Act of God; governmental restrictions and /or regulations; war or apparent act of war; terrorism or apparent act of terrorism; disaster; civil disorder, disturbance and/or riots; curtailment, suspension, and/or restriction on transport facilities / means of transportation; any other emergency.

YOUR DETAILS: All details required for registration are mandatory. If you spot an error, kindly notify us by calling +(65) 6100 0621 or email : [anna@maitreallianz.com](mailto:anna@maitreallianz.com)

SPEAKER CHANGES: Speakers and topics were confirmed at the time of publishing, however, circumstances beyond the control of the organizers may necessitate substitution, alterations or cancellation of the speakers and/or topics. As such, we reserve the right to alter or modify the advertised speakers and/or topics if necessary. Any substitution or alteration will be reflected in our web page as soon as possible. All delegates or their representative will also be notified as soon as the changes are made.

IMPORTANT: To facilitate expeditious communication on changes, it is essential to list every delegate's direct contact. We will also notify the Contact Person accordingly.

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**NOTE:** If you did not receive our email confirmation one (1) week before our event, kindly call 9119 2176



Organized by:

Signature / Date