

# Deposition Techniques: Strategies, Tactics and Skills

Thursday, July 22, 2010  
Oregon State Bar Center  
16037 S.W. Upper Boones Ferry Rd.  
6.5 General CLE or Practical Skills credits

Depositions can make or break your case, and this is your chance to learn from a master.

For more than 20 years, David Markowitz has been studying deposition and trial techniques and has presented dozens of seminars to improve the skills of practicing attorneys. Dave will share with you important goals to accomplish, including avoiding undesired results. Learn the value of question structure and how to deal with evasive and incomplete answers. The most important questions and techniques the best lawyers use will be covered, as will a key component of any deposition—knowing when to stop asking questions.

Through Dave's keen ability to communicate and persuade, he will demonstrate powerful, practical methods for getting the most out of your depositions, including the best ways to defend depositions, and effectively use depositions at trial. Whether you are new to trial practice or want to refresh your deposition skills, this presentation by one of Oregon's litigation lions is an opportunity not to be missed.

- 8:00 Registration
- 9:00 Important Deposition Goals to Accomplish
  - ☞ Determine goals and objectives
  - ☞ Accomplishing desired results
  - ☞ Avoiding undesired results
- How to Ask Questions Effectively
  - ☞ Correct question structure
  - ☞ Dealing with evasive and incomplete answers
- What to Ask
  - ☞ Formulating tough and thorough questions
  - ☞ Asking the most important questions
  - ☞ Effective ordering of questions
  - ☞ Big questions—if, how, and when to ask them
  - ☞ Techniques the best lawyers use

One 15-minute break will be taken during the morning session.

- 12:00 Lunch (On your own)
- 1:00 Dealing with Problem Witnesses
  - ☞ The lying witness
  - ☞ The witness who doesn't remember
  - ☞ The exaggerating witness
- When to Stop Asking Questions
- Style and Demeanor
- Defending Depositions
  - ☞ Goals
  - ☞ Pre-deposition meetings with witnesses
  - ☞ Teaching your client how to be a terrific deposition witness
  - ☞ Protecting your client during depositions—including proper objections
- Overcoming Objections
  - ☞ Dealing with objections
  - ☞ Dealing with instructions not to answer

One 15-minute break will be taken during the afternoon session.

4:30 Adjourn

**\$50 extraordinary special price!**

Live attendance limited to 75.  
Season Tickets are not eligible for this seminar.

Presented by David B. Markowitz, Markowitz Herbold Glade & Mehlhaf PC, Portland. Dave is a founding partner of the business litigation firm Markowitz Herbold Glade & Mehlhaf PC. He shepherded the firm from its beginning as an ambitious two-attorney litigation shop to its present status as one of the premier business litigation firms in the region. Dave has received numerous awards and recognition not only for his outstanding trial work but also for his efforts in mentoring and educating attorneys at all levels. Dave is a fellow of the American College of Trial Lawyers and a member of the American Board of Trial Advocates. Dave frequently acts as a mediator and arbitrator to resolve commercial disputes, and he served as a pro tem judge in Multnomah County for several years.



## REGISTRATION

\$50 Registration (DEP10) (749) (F).....\$

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