

## **8 COMMON PITFALLS**

### **IN CROSS-EXAMINATION**

1. Asking questions that do not advance your theory of the case.
2. Asking questions that repeat what was just brought out on direct (rehashing the other party's case).
3. Asking a question with more than one fact.
4. Asking a question to which you do not know the answer.
5. Asking the conclusion (or "BIG") question.
6. Not listening to the answer.
7. Not following up when you get a "non-answer."
8. Being wedded to asking your questions chronologically.