

Pozner on Cross: The Chapter Method (2026)

- 8:30 **The science behind Chapter Method cross-examinations.**
- Behavioral Economics: How judges and jurors make decisions using irrational but predictable shortcuts
 - Cognitive Neuroscience: Attention limits, cognitive load, and fatigue during trial
 - Cognitive Psychology: How structured questioning improves comprehension and recall

Using storytelling to teach your case

- How factfinders use stories to assign meaning
- How stories align information with emotion
- Using storytelling solves information overload

10:15 *Break*

Chapter Method cross-examination

- Chapters as the structure of a unit of persuasion
- Why chapters reduce preparation time, conserve attention, and prevent fact-finder fatigue
- Building each chapter to establish one factual inference

Chapter Bundles

- How factfinders build conclusions from connected, smaller stories
- Formulaic chapters; easy to identify and write
- Case -specific chapter bundles

Constructive cross-examination.

- Using cross-examination to affirmatively teach your case not merely respond to theirs
- How to teach your story without depending on your own witnesses
- Ask Questions Safely, even with limited discovery

12:00 *Lunch*

1:00 Asymmetric cross-examination

- Using cross-examination to direct attention to issues that advance your case
- Structuring cross so the opponent must address unfavorable facts

Sequences of cross-examination.

- Guidelines for the order of chapters
- Placing impeachments strategically
- Recognizing and managing risky material

2:30 *Break*

Page preparation for Cross-Examination

- Organizing cross-examination notes for maximum confidence and control
- Making even unplanned impeachments instant and easy.
- Examples of potential chapter layouts

The Only 3 Rules of Question Structure.

- Using leading questions to control the narrative
- Drafting questions that make evasion difficult
- Grouping facts into stories that drive wanted inferences

Using Chapter Method delivery to manage anxiety.

How Chapter Method preparation diminishes our anxiety and the anxiety of the jurors
How chapters control the witness who seeks to evade

4:00 *conclude*