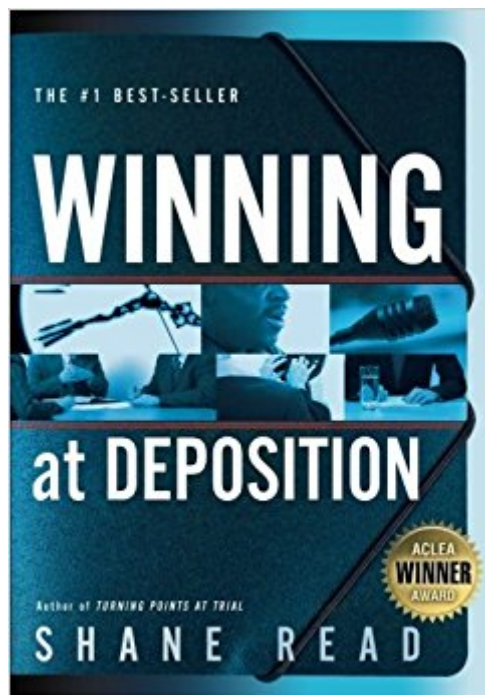




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Winning At Deposition: (Winner Of ACLEA's Highest Award For Professional Excellence)



Synopsis

Winning at Deposition won the highest award available for legal publications: ACLEA's Award for Professional Excellence. The book won first prize from a field of over 300 entries submitted by continuing legal education publishers from across the USA. Written by the best-selling author of Winning at Trial, this book shows beginning and experienced attorneys how to win at deposition every time. With the first chapter explaining all the ins and outs of taking and defending a deposition, the remainder of the book reveals strategies that will help every lawyer vastly improve his deposition skills. Discover why much of the conventional wisdom about depositions is completely wrong, learn how to beat an expert witness every time, get innovative advice on witness preparation, and master the secrets that guarantee success with argumentative lawyers and lying witnesses. Unlike any other book, this one teaches from transcripts and videos of actual depositions. You will learn from the skillful techniques---and memorable failures---that occurred at the most famous depositions of all time, those of President Bill Clinton, Bill Gates, and O.J. Simpson. It's all here, clearly explained in an easy-to-understand format. In addition, the book provides detailed analysis of video depositions located at the book's website www.winningatdeposition.com.

Book Information

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Customer Reviews

“The book is a triumph . . . [It] makes for gripping reading, made all the better by Read’s focus on the missteps of the famous lawyers and litigants he studies.”—The Vermont Bar Journal
“Winning at Deposition is an engaging read that expertly conveys both technical and practical information about the science and art of depositions in

an entertaining and easy to navigate format. —The Oklahoma Bar Journal—“One special feature of this book is that it provides connections to online excerpts of videotaped depositions, which are analyzed and discussed in the book . . . Few other how-to books that I’ve seen pack as much punch as this one. From the most basic topics to intricate ways of dealing with witnesses, this book will give your depositions focus and purpose. I highly recommend it. —The Wisconsin Lawyer—“In every respect, D. Shane Read’s book skillfully summarizes the art and science of taking depositions. [It] is an excellent resource for attorneys of all experience levels and areas of practice. Winning at Deposition is arranged in cogent chapters addressing everything . . . Given the book’s almost encyclopedic treatment of deposition topics, it is difficult to imagine that anything significant is omitted. —The Colorado Lawyer—“Winning at Deposition is a very strong and recommended reference for any lawyer. —Midwest Book Review—“The structure and jurisprudence of the deposition and discovery rules are explicated in a well written and solidly researched text. Then, the real fun begins. The author skillfully weaves a very readable set of chapters containing the best of practical tips with information and questions from interesting and unusual, high profile cases. The added bonus is the use of video clips to illustrate. This is a cutting-edge litigation masterpiece. —Jean Hoefer Toal, Chief Justice, Supreme Court of South Carolina—“No matter how many depositions you have taken or defended, or how good you think you are, Shane Read’s Winning at Deposition is a must read. It is the most informative and entertaining —how to do it— book for trial lawyers I can ever remember reading. —Robert G. Begam, Past President, Association of Trial Lawyers of America (ATLA)—“I have been a trial lawyer for 50 years and have taken about as many depositions as any living lawyer and with as great a variety of witnesses as are involved in litigation. I find that Winning at Deposition is a superb reference for lawyers of all levels. Mr. Read’s suggestions for difficult witnesses are amazing tools. The inclusion of portions of actual depositions of witnesses and parties from some of the most significant litigation in our lifetime is helpful beyond description. A copy of this book will remain in my library as long as I practice. —Broadus A. Spivey, Past President of Texas Trial Lawyers Association—“This is a much, much needed addition to lawyering skills literature. Winning at Deposition should help new lawyers and seasoned advocates alike significantly improve their deposition skills. The book makes excellent use of examples from high profile cases to illustrate what lawyers strategically should do in a deposition as opposed to simply telling them what can be done. Winning at Deposition encourages lawyers to conduct a purpose driven deposition, demonstrating quite effectively that more often than

not, less is more. A terrific companion to Shane Read's *Winning at Trial*, the book includes great practice tips that very succinctly capture the explanatory text. This book should be on every litigator's shelf.

—Douglas A. Blaze, Dean and former Director of Clinical Programs
University of Tennessee College of Law

"Shane Read has a gift, as evidenced by his earlier *Winning at Trial*, to convey in an interesting and enjoyable style, all you ever wanted and needed to know about taking or defending a deposition. . . . One of the more important responsibilities of a General Counsel is to find the best litigator available when your client company is faced with a troubling lawsuit. You reassure your senior management and Board of Directors that you have selected expert, experienced outside counsel and all will be well. You then join your outside counsel in a key deposition and will likely either decide on the spot that he is all you hoped he would be or you wonder if he has ever taken a deposition before. I would strongly recommend to in-house and outside counsel that they read *Winning at Deposition*. It will likely come to be known as the bible for taking and defending a deposition. I can strongly encourage any lawyer who wishes to win at trial that he read this book.

—John J. Culhane, Executive Vice President and General Counsel
(retired), Coca-Cola Enterprises

D. Shane Read is a best-selling and multiple award-winning author and an adjunct professor at Southern Methodist University's Dedman School of Law. Both of his textbooks, *Winning at Trial* and *Winning at Deposition*, have won the Association of Continuing Legal Education's top honor for Professional Excellence. He is a graduate of Yale University and the University of Texas School of Law. In 1989, he began his career at Akin Gump and since 1998 has worked on civil and criminal cases as an Assistant United States Attorney in Dallas, Texas. Mr. Read teaches lawyers throughout the USA.

Pragmatic from the start. Featuring lists, acronyms, and excellent (succinct) case studies - this is a tremendous practical guide. Every new or experienced litigation attorney should read this book. I particularly enjoyed the sections on common witness problems: pinning down slippery witnesses at their depositions, and impeaching a forgetful/ recalcitrant witness at trial when their testimony changes from deposition. Mr. Read also offers some practical empowerment-- (1) the trial attorney needs a short summary for trial of the 3 truly critical areas of testimony (potential impeachment); a lengthy, elaborate regurgitation of the whole deposition won't be material to the jury and so it shouldn't be material to the advocate's preparation of every sub point. (2) Shortening for better clarity the list of steps needed for impeachment of a witness's later changed recollection --

the author pairs it down to the critical "ABC" steps. There is not a single chapter / page of filler in the book. The experienced advocate may be able to read a couple of the opening chapters more quickly. Even so this is a helpful library reference that I have already flipped back through in my first year of ownership. Highly recommended.

I have been practicing law for 10 years and I am recognized as a Texas Super Lawyer and a Texas Rising Star in business litigation. I've taken and defended my fair share of depositions. I mention this because *Winning at Depositions* is not just for new lawyers. It is the most practical and useful resource on the subject I have ever read. Mr. Read's unique format--using actual deposition and grand-jury testimony--makes understanding the principles as good as, if not better than, observing a live deposition. *Winning at Depositions* should be required reading of every Texas litigator--young and old. My only regret is that I didn't read it 10 years ago.

I read D. Shane's *Winning at Deposition*; it is so informative. If you read this Book, you will get all required knowledge and advices for a deposition. Actually this Book teaches us to be cool, educated, civilized; to have patience in a deposition. Each page is interesting, and gives some practical legal knowledge. He states in page number 155, "Ignore Opposing Counsel. Although you should always be on your guard, it is best to assume the other attorney has good motives and simply ignore his bad deposition skills." This statement advises us an important virtue which most people loses at the time of deposition. If you buy, you will not regret. It seems that the writer has spent his valuable time and worked really hard to accumulate all practical information and knowledge to form this book, and give to the readers. GREAT BOOK.

I was amazed at the depth of knowledge in this book. As a newer attorney, I was happy to see the nuts and bolts covered effectively, allowing a good foundation to work from. The book is also very useful for learning advanced techniques for successful depositions. Since reading this book and applying the principles, I have had two senior attorneys compliment me on the strategy and technique I used in depositions. It is a great way to jump ahead of the learning curve. It would also be quite useful for experienced attorneys as I recommended to an attorney I work for and he found it extremely enlightening as well. Maybe the best thing about this book is there is no filler BS. The entire book is practical and does not repeat the same things over again, as so many in this genre seem to. Without a doubt, this book has done more to advance my skills as a young attorney than the many others I have read on the subject.

Well as someone who is preparing pro se, this book is extremely helpful in understanding what will happen and why. It helps if you have some experience with the legal process as it meant for lawyers, but you don't need a law degree to understand it. If you pro se and even thinking about using a deposition as a discovery tool, then yes, it is worth every penny and then some.

Worth the read if you want to know the aspects of being deposed.

This book is an extremely useful guide for attorneys who are just starting out at taking depositions, like myself. I imagine it would probably be useful even to seasoned attorneys since it gives helpful tips on what to do in specific situations that may arise from time to time. I wish I could give it five stars since it certainly deserves that on content alone. However there are typos throughout the book. Even pretty basic errors like critical names being misspelled. It makes you wonder about the level of care that went into the book. Ultimately it didn't shake my confidence in the advice given but it's still lazy.

Many attorneys do not know how to take or defend a deposition. Regardless of which camp you think you are in, you should read this book. Great practical advice on page after page. Great use of actual depositions. If every attorney read this book, the practice of law would improve immensely.

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