

## I. Introduction

The opening statement is one of the most important components of any trial. It is your first opportunity to present the case to the jury, and to shape the jury's perspective of the entire trial. The opening statement also is your first opportunity to present yourself to the jury, and to establish the kind of credibility that will persuade jurors to trust the testimony, documents, and other evidence that you eventually will submit for their consideration. A superb opening can set you on a path toward winning the case, but a disastrous opening may be difficult to overcome. Thus, the content and the presentation of your opening statement must be developed with care.

As a general rule, counsel may not argue during opening. Rather, the opening statement should serve as a preview of the anticipated testimony, exhibits, and other evidence. Think of the opening statement as a forecast, designed to provide a general understanding and provoke further interest, like the kind of preview you might see on the inside jacket of a novel. The jacket text that introduces a novel typically does not confuse the prospective reader with an overly detailed chronology of events; it does not bore the reader with a recitation of the characters' names in the order they will appear in the book; and it does not command the reader to feel a certain way about the story contained in its pages. Instead, the jacket text captures the essence of the book in a way that gives the reader a general sense of the book's theme, entices the reader to proceed further, and leaves the reader to make his own judgment regarding the final meaning of the story. That is the way jurors should be left at the end of the opening statement – with an understanding of the case's theme, an eagerness to learn more, and an appreciation for the ultimate judgment they will be asked to make.

## II. Elements of the Opening Statement

### Theme of the Case

In the opening statement, a lawyer should provide the jury with a theme that will serve as a framework for every piece of evidence the jury hears during the case. The theme should communicate how the evidence will fit together, and why your client's position in the case is the right one. For instance, a lawyer defending a discrimination case may have a theme of "unheeded warnings" to communicate that the plaintiff had a chance to improve their performance before termination, but failed to take advantage of the opportunity. Plaintiff's counsel in the same case may have a theme of "repeated disciplinary actions, all motivated by race." Obviously, expressing a theme is difficult to do without bordering on argument – which is improper in the opening statement – but courts generally allow a lawyer to state a theme at the beginning and end of the opening statement, as long as the rest of the opening is not argumentative.

A good way to develop a theme is to try to describe your case in one summary sentence, without legalese, as you might do if you were explaining your case to a non-lawyer family

# Example Seminar Opening Statements

**Daniel B. Wright**



### Example Seminar Opening Statements:

Seminar, Economic and Budget Outlook 1976-1980 ..., July 15, 1975 United States. Congress. Senate. Committee on the Budget,1975      Seminars, Energy Policy, the Impact on Budgetry and Economic Goals ...July 17, 1975 ...July 29, 1975 United States. Congress. Senate. Committee on the Budget,1975      Post-Conflict Heritage, Postcolonial Tourism Tim Winter,2007-11-08 Weaving together a political analysis of heritage policies with an understanding of tourism as a series of intersecting cultural economies this book explores a decade of world heritage and tourism in Angkor      Hearings, Reports and Prints of the Senate Committee on the Budget United States. Congress. Senate. Committee on the Budget,1975

*Seminar Marketing & Sales Training Techniques for the Financial Professional* Frank Eberhart,2006-02-23 As the financial industry evolves industry professionals must adapt to new approaches and ideas to survive grow and prosper It has become increasingly difficult to maintain a current client base let alone attract new clients with an investment environment that moves faster than a stock trade The prospecting market is changing becoming more challenging and risky with consumer rights protection such as the do not call lists with their hefty fines and new compliance requirements The simplistic and commonsense approach is gone instead we have developed a brokerese language that sometimes those in the industry don t even understand In the business guide *Seminar Marketing Sales Training Techniques for the Financial Professional* author Frank James Eberhart CEP RFC explains his agenda for successfully gaining new clientele Generate seminar attendance How to get results from your seminars How to increase your revenue How to prepare effective PowerPoint presentations How to develop your sales and closing skills Eberhart uses a simple straightforward approach that translates into effective seminars that obtain and keep new clients So make the most of it be prepared be professional and be effective

The Anti-Racist Writing Workshop Felicia Rose Chavez,2021-01-05 The Antiracist Writing Workshop is a call to create healthy sustainable and empowering artistic communities for a new millennium of writers Inspired by June Jordan s 1995 *Poetry for the People* here is a blueprint for a 21st century workshop model that protects and platforms writers of color Instead of earmarking dusty anthologies imagine workshop participants Skyping with contemporary writers of difference Instead of tolerating bigoted criticism imagine workshop participants moderating their own feedback sessions Instead of yielding to the red penned judgement of instructors imagine workshop participants citing their own text in dialogue The Antiracist Writing Workshop is essential reading for anyone looking to revolutionize the old workshop model into an enlightened democratic counterculture      **Richard Titmuss** John Stewart,2020-06-02 This is the first full length biography of Richard Titmuss a pioneer of social policy research and an influential figure in Britain s post war welfare debates Drawing on his own papers publications and interviews with those who knew him the book discusses Titmuss s ideas particularly those around the principles of altruism and social solidarity as well as his role in policy and academic networks at home and overseas It is an enlightening portrait of a man who deepened our understanding of social problems as well as the policies

that respond most effectively to them

**Report of the Expert Workshop on Aquaculture Co-management** Food and Agriculture Organization of the United Nations, 2023-10-27 The FAO Expert Workshop on Aquaculture Co management gathered global experience and knowledge relevant to the definition and characterization of aquaculture co management The main objectives of the workshop were to elucidate the concept of aquaculture co management in terms of definition rationale scope objective and underlying principles discuss the effective implementation of aquaculture co management draft a methodology and the main steps to guide a successful implementation of co management systems in aquaculture and reflect on future sector developments and the role of co management in aquaculture The workshop took place in hybrid mode from 8 to 11 June 2022 in Kigali Rwanda Eighteen experts attended the workshop with eleven attending in person and seven joining online The main topics discussed included i overview of the background document on Aquaculture Co management ii presentation of the concept and application scope requirements and characteristics of aquaculture co management iii the models and practices to guide a successful implementation of co management system in aquaculture iv future sector developments and the role of co management v the monitoring and evaluation of aquaculture co management and vi the main steps to guide a successful implementation of aquaculture co management During the workshop participants were presented with a draft rationale a definition principles and models of aquaculture co management as outlined in a background document which was shared ahead of the event They were then invited to provide advice on these elements of aquaculture co management to establish a shared understanding of the concept and define a pathway for its further development The expert input will be used to develop a methodology produce a guidebook to establish aquaculture co management systems write case studies and conduct outreach activities

Learning Agrobiodiversity ,2009

**Records of the Diplomatic Conference on Certain Copyright and Neighboring Rights Questions** World Intellectual Property Organization, The Records of the Diplomatic Conference on Certain Copyright and Neighboring Rights Questions held in Geneva from December 2 to 20 1996 contains documents relating to that Conference which were issued before during and after the Conference

**Mahathir's Islam** Sven Schottmann, 2018-09-30 Mahathir Mohamad s legacy as Malaysia s longest serving prime minister 1981 2003 is deeply controversial His engagement with Islam the religion of just over half Malaysia s population has often been dismissed as partisan maneuvering Yet his willingness to countenance a more prominent place for Islam in government and society is what distinguished him from other modernist politicians and his instinct to set Malaysian politics against the backdrop of the wider Muslim world was politically astute Author Sven Schottmann argues that Mahathir s transformative effect on Malaysia can only be fully appreciated if we also take him seriously as one of the postcolonial Muslim world s most significant political thought leaders Schottmann sees Mahathir s representations of Islam as a relatively coherent discourse that can legitimately be described as Mahathir s Islam This discourse contains Mahathir s assessment of the economic political and sociocultural problems facing the contemporary Muslim world and the range of solutions and

corrective measures that he proposed Muslims should adopt His ideas are fraught with flaws and contradictions On the one hand he emphasized the individualistic egalitarian pluralistic democratic and dynamic qualities of Islam On the other his government enacted legislation and acquiesced in the activities of religious bodies that curtailed religious freedoms of both Muslims and non Muslims His ideas contributed to Malaysia s worsening state of interethnic relations yet his insistence that every Muslim had the right to speak for Islam may have paradoxically prepared the ground for a future democratization of Malaysian politics Mahathir s Islam is based on rigorous analysis of Mahathir s speeches interviews and writings which the author is able to link to parallel processes elsewhere in the Muslim world Indonesia the Middle East Pakistan Turkey and diaspora communities in the West Mahathir s Islamic discourse Schottmann suggests must be read against the wider late twentieth century resurgence of religion in general and the post 1970s Islamic revival in particular Balanced in approach and engagingly written this book will be of interest to scholars and students of political science religious studies and others interested in Malaysia Southeast Asia or Mahathir himself

**Alcohol Highway-traffic Safety Workshop for Law Enforcement Officials** Abt Associates,United States. National Highway Traffic Safety Administration,1974 *Alcohol Highway-traffic Safety Workshop for Alcohol Rehabilitation and Treatment Personnel* Abt Associates,1974

**Alcohol Highway-traffic Safety Workshop for State Officials** Abt Associates,United States. National Highway Traffic Safety Administration,1974 **Alcohol Highway-traffic Safety Workshop for Local Officials** Abt Associates,United States. National Highway Traffic Safety Administration,1974

**Alcohol Highway-traffic Safety Workshop for State Officials** William Walker,Abt Associates,1974 **Alcohol Highway-traffic Safety Workshop for the Judiciary, April 1974** William Walker,United States. National Highway Traffic Safety Administration,1974 **Averting Alcohol Abuse** United States. Congress. Senate. Committee on Governmental Affairs,1990

The Promise of the Revolution Daniel B. Wright,2003-03-25 The common Western image of China is confined to the large cities of the country s relatively wealthy east coast But what does the country look like to most Chinese those from the vast hinterland The Promise of the Revolution reflects the day to day realities of the hundreds of millions of people in China s interior regions fifty years after Communist takeover A half century ago Mao Zedong proclaimed that the Chinese people have stood up Yet most of China s millions lay in abject poverty What has become of the promises of the revolution Has anything changed Wright s years of observation and conversation at the grassroots level in Guizhou western China s poorest province from hiking high into mountain villages to traveling with migrant laborers to retracing the Long March trail even to golfing with the province s most affluent reveal a rich blend of human fulfillment disappointment and perseverance This unusually perceptive and personal account with its vivid immediacy educates and entertains but most important it makes an original and invaluable contribution to our understanding of China s hidden majority *Nuclear Physics - Proceedings Of The 2nd European Biennial Conference* Daniel Guinet,1995-04-26

When the People s Republic of China PRC was granted Most Favored Nation MFN status by the United States in 1979 no one

imagined the massive transformation the Chinese economy would make within a few decades China's remarkable transition from merely being a world factory to the source of the world's new R D and product design and innovation since the 1980s is the key focus of Spillover Effects of China Going Global In this insightful and unique book Joseph Pelzman shows how the second largest world economy triggered off many spillover effects beyond mass labour production of durable and non durable goods such as the provision of foreign aid to African Latin American and Asian economies and increasing focus on internal endogenous innovation research and development He provides a comprehensive look at these spillover effects and analyzes how they will undoubtedly bring positive opportunities for others within the rest of the world in the 21st Century

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