BLUNDERS & STROKES OF GENIUS
ORDER OF PRESENTATION

PANEL
Joseph Daly, Arbitratror
Warner, New Hampshire

James Cooper, Arbitrator
Boston, Massachusetts

MODERATOR
Sheila Mayberry
Portland, Maine

1. Introduction & Opening Comments

2. Blunder # 1: Importance of case

3. Stroke of Genius # 1: Theory of the case

4. Blunder # 2: Making friends

5. Stroke of Genius # 2: Frame the issue carefully

6. Blunder # 3: Leaving witness alone

7. Blunder # 4: Arguing with the judge

8. Stroke of Genius # 4: Simple cross-examination

9. Stroke of Genius # 5: No cross-examination

10. Blunder # 5: Excessive detail via testimony or argument

11. Stroke of Genius # 6: Avoid presenting your most important witness at the end of a long day

12. Blunder # 6: Freudian slips sink ships

14. Stroke of Genius # 8: Reading the arbitrator and evaluate objective

15. Stroke of Genius # 9: Always arrive early, claim your space and set up

16. Blunder # 7: Thousands of pages

17. Blunder # 8: Hundred page Briefs

18. Blunder #9: Insulting the arbitrator