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## **PROGRAM ANNOUNCEMENT**

*The Advocacy Institute Is Pleased to Present*

### **THE FUNDAMENTALS OF DIRECT EXAMINATION**

**July 15, 2021**  
**10:30 a.m. – 11:30 a.m.**

### **WEBINAR**

#### *Program Summary*

This program will provide students with methods for developing a sound and effective approach for conducting direct examinations to effectively present witnesses in support of their cases. The presenter will discuss the purpose of direct examination, matters to consider when formulating and conducting direct examination, elements of creating an effective and persuasive direct examination, including organization, question form and techniques for questioning, and potential issues that students may face in conducting direct examination.

#### *Eligibility*

This program is intended for deputy and assistant attorneys general in the Division of Law and is mandatory for DOL deputies who are registered for the August 2021 Civil Trial Advocacy Program. However, DAsG and AAsG in other divisions of the Department of Law and Public Safety are also eligible to attend. Registrants will receive the course materials prior to the program date.

#### *Faculty*

**DAG Geoffrey Gersten** is a member of the Division of Law's Administrative Civil Rights Section. Before joining the Civil Rights Section, he was a member of the Public Utilities Section, where he counseled the Board of Public Utilities on issues including the Open Public Meetings Act and defended its decisions. He has also worked in the Consumer Fraud Prosecution Section. DAG Gersten has handled numerous matters involving the recovery and review of

electronic documents, subpoena responses to State and federal agencies and large-scale e-discovery requests. DAG Gersten has worked with New Jersey State agencies to assess their litigation hold practices and search and review capabilities for electronic document production and has co-developed and presented comprehensive e-discovery training to the Division's deputies. He received the Attorney General's Award for Excellence in 2017 for Outstanding Contributions to a Special Project and in 2015 for Excellence in Investigations. DAG Gersten is a faculty member for the New Jersey Attorney General's Advocacy Institute and the National Attorneys General Training and Research Institute. He served as a law clerk for the Honorable Donald S. Goldman, J.S.C. (retired). DAG Gersten received his undergraduate degree from the University of Vermont and his J.D. from American University, Washington College of Law.

### *CLE Credit*

**NJ CLE Credit:** This program has been approved by the Board on Continuing Legal Education of the Supreme Court of New Jersey for 1.2 hours of Alternative Verifiable Learning Format (AVF) total CLE credit. Of these, 1.2 qualify as hours of credit toward certification in criminal trial law, 1.2 qualify as hours of credit toward certification in civil trial law, 1.2 qualify as hours of credit towards newly admitted lawyers' requirements/criminal or civil trial preparation, and 0.0 qualify as hours of credit for ethics/professionalism.

### *Registration*

Those who are eligible to apply should use the Zoom Webinar registration link in the Program Announcement email. Students who are registered will receive a confirmation email with a link to access the program.

**Students must download Zoom before the webinar in order for the AGAI to record polling responses that are required for attendance verification and CLE credit.**

The AGAI will be unable to verify attendance or grant CLE credit to students who have not downloaded Zoom before the webinar.