

David Stevenson Direct Examination

Objectives

- Mr. Stevenson is an experienced and respected manufacturer.
- He took reasonable precautions to deliver a good, safe product.

Worries

- Mr. Stevenson couldn't know what this bottle contained on that day.
- He can't swear to perfection.

Sequences

1. HL: Whose product this might be. First, focus on the bottle.
 - a. Exhibit 1.
 - b. Where from.
 - c. How filled initially.
 - d. Where.
2. HL: the bottle.
 - a. Opaque. Why?
 - b. Why not clear.
 - c. Cost?
 - d. Print on the bottle.
3. The print on the bottle says it's your company's product. Let's discuss that.
 - a. Who did fill it?
 - b. Who might have?
 - c. How do you know?
 - d. How do they get access to your bottles.

- e. Why do it?
- f. How do you know their motives?
- g. What steps to prevent this?
- h. When my friend cross-examines, he may ask how you know that this Stevenson bottle did not contain Stevenson-made ginger beer. What will you reply?
- i. What other complaints have you received recently?

Home exercise:

Create a series of Five-and-Out sequences for Audrey or Minchella and try these out using the techniques demonstrated on the podcast.

