

# EXAMINATIONS FOR DISCOVERY

## ADVANCED SKILLS WORKSHOP

**ITAW**

INTENSIVE  
TRIAL ADVOCACY  
WORKSHOP

ADVANCED  
SKILLS SERIES

Examinations for discovery are a crucial aspect of litigation. Make sure yours are top notch.

An effective discovery will help you optimize settlement, or bolster your case for trial.

In this intensive, one day **learn-by-doing workshop**, you'll get:

- the effective discovery strategies you need;
- an opportunity to practice what you learn; and
- personal feedback from senior litigators

so that you can perform with confidence at your next discovery.

Register today at:

[osgoodepd.ca/discovery-workshop](http://osgoodepd.ca/discovery-workshop)

### Program Chair

**Eli S. Lederman**

Lenczner Slaght Royce Smith  
Griffin LLP

### Program Details

DATE AND TIME

**June 8, 2017**

**9:00 a.m. - 5:00 p.m. EST**

**In Person Only**

LOCATION

**Osgoode Professional  
Development**

1 Dundas St. West, 26th Floor  
Toronto, ON



# Examinations for Discovery Advanced Skills Workshop

Developed by the designers of the renowned ***Intensive Trial Advocacy Workshop (ITAW)***, and led by some of Canada's foremost instructors in advocacy skills training, this intensive **learn-by-doing** workshop provides a unique opportunity to hone your discovery skills while learning tips and strategies from top litigators.

The program includes a custom case file, lectures, and small group breakout sessions. Individual performances and **personalized feedback** will provide you with a chance to step out of your daily routine to develop and refine your discovery techniques.

## You Will Learn

- How to obtain admissions from the witness
- Strategies for handling difficult witnesses and counsel
- Tips on witness preparation
- When to ask open-ended and leading questions
- How to use helpful/harmful documents
- When to answer or not to answer

The session will be capped with practical tips from judges with a valuable perspective on discovery strategies and effectiveness.

**Practice in a “no consequences” setting.** A significant part of the day will be spent putting what you've learned into action, with constructive feedback. You'll come away from this program better prepared to tackle your next examination for discovery.

“The workshops were excellent, and provided a rare opportunity to have feedback in respect to the tools and methods we use in Examination for Discovery on a daily basis. I'd recommend this to my colleagues.”

**Monty Dhaliwal**  
Pace Law Firm

“Very helpful and engaging.”

**Omid Tavakoli**  
Grillo Barristers P.C.

“Very interactive, good instruction and feedback.”

**Mark Bottaro**  
Legal Manager/Paralegal,  
Collection Group of Canada Inc.

## Who Should Attend

- This advanced program is ideally suited for lawyers with some prior litigation experience

**Whether you're an ITAW alumnus or not, this workshop is a rare opportunity to benefit from the training techniques and disciplines developed over 30 years.**

**Reserve your place now.**

# Agenda

Your day will begin in a plenary session where you'll learn the key knowledge you need to maximize your participation in the skills workshops. You will then be in a small group for the majority of the day, where you'll have ample opportunity to get on your feet and practice the techniques you have learned.

Rounding out the program, experienced judges will lead an interactive session, providing insights and best practices on how to be an effective advocate while maintaining the highest degree of civility and professionalism.

**8:30 a.m. - 9:00 a.m.**

## **Registration and Continental Breakfast**

## **Foundations for a Successful Discovery**

This introductory plenary presentation will teach you the key knowledge you need to maximize your participation in the skills workshops. You will learn the essential concepts and skills necessary to conduct an effective discovery, including:

- Planning your discovery: developing a successful strategy
- When to ask open-ended and leading questions
- How to use helpful/harmful documents

- When to answer or not to answer
  - relevance
  - privileged information
  - findings, opinions and conclusions of an expert
  - surveillance
  - hypothetical questions
  - information/evidence of third parties
  - insurance policies

**12:30 p.m. - 1:30 p.m.**

## **Networking Luncheon**

## **Advanced Discovery Skills**

The majority of the day will be spent in small groups, where you will have ample opportunity to get on your feet and practice the techniques you've learned.

Whether you are preparing a witness to be questioned, or planning your own questioning strategy, you will practice these essential skills under the watchful eye of an expert faculty. Benefit from personalized feedback which will allow you to rapidly improve your skills.

These learn-by-doing practice sessions will use a sample case file designed specifically for the program, and will include discussion on:

- How to obtain admissions from the witness
- Strategies for handling difficult witnesses and counsel
- Tips on witness preparation

## **The Judges Speak! Tips and Insight from the Bench**

This open-ended, interactive discussion will give you the opportunity to have your most pressing questions answered by the bench.

You will benefit from the insight and perspective of experienced judges, while receiving guidance on how to be an effective advocate – both in the courtroom, and outside the courtroom in examinations for discoveries.

You will also learn tips for representing your client resolutely while discharging this duty in a manner that is civil and professional. Covering a wide range of topics, this session will be driven by you!

**5:00 p.m.**

## **Workshop Ends**



## Chair

**Eli S. Lederman**

Lenczner Slaght Royce Smith Griffin LLP

## Faculty Includes

**Kris Borg-Olivier**

Paliare Roland Rosenberg  
Rothstein LLP

**The Hon. Justice James F.  
Diamond**

Superior Court of Justice

**Antonio Di Domenico**

Fasken Martineau DuMoulin  
LLP

**Gillian B. Dingle**

Torys LLP

**Shane C. D'Souza**

McCarthy Tétrault LLP

**The Hon. Justice Robert F.  
Goldstein**

Superior Court of Justice

**Andrea Gonsalves**

Stockwoods LLP

**Matthew B. Lerner**

Lenczner Slaght Royce Smith  
Griffin LLP

**Adam Stephens**

Miller Thomson LLP

**Linda J. Wolanski**

Bogoroch & Associates LLP

## Registration Details

**Fee per Delegate**

**\$595 plus HST**

**Special Offer:** Register for this program and for the *Cross-Examination Workshop (May 16, 2017)* and take advantage of **special package pricing** of \$995 plus HST.

Fees include attendance, program materials, continental breakfast, lunch and break refreshments. Group discounts are available. Visit [www.osgoodepd.ca/group-discounts](http://www.osgoodepd.ca/group-discounts) for details. Please inquire about financial assistance.

### Program Changes

We will make every effort to present the program as advertised, but it may be necessary to change the date, location, speakers or content with little or no notice. In the event of program cancellation, York University's and Osgoode Hall Law School's liability is limited to reimbursement of paid fees.

### Cancellations and Substitutions

Substitution of registrants is permitted at any time. If you are unable to find a substitute, a full refund is available if a cancellation request is received in writing 14 days prior to the program date. If a cancellation request is made with less than 14 days notice, a \$75 administration fee will apply. No other refund is available.



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## Examinations for Discovery: Advanced Skills Workshop

**Register today at:**

[osgoodepd.ca/discovery-workshop](http://osgoodepd.ca/discovery-workshop)