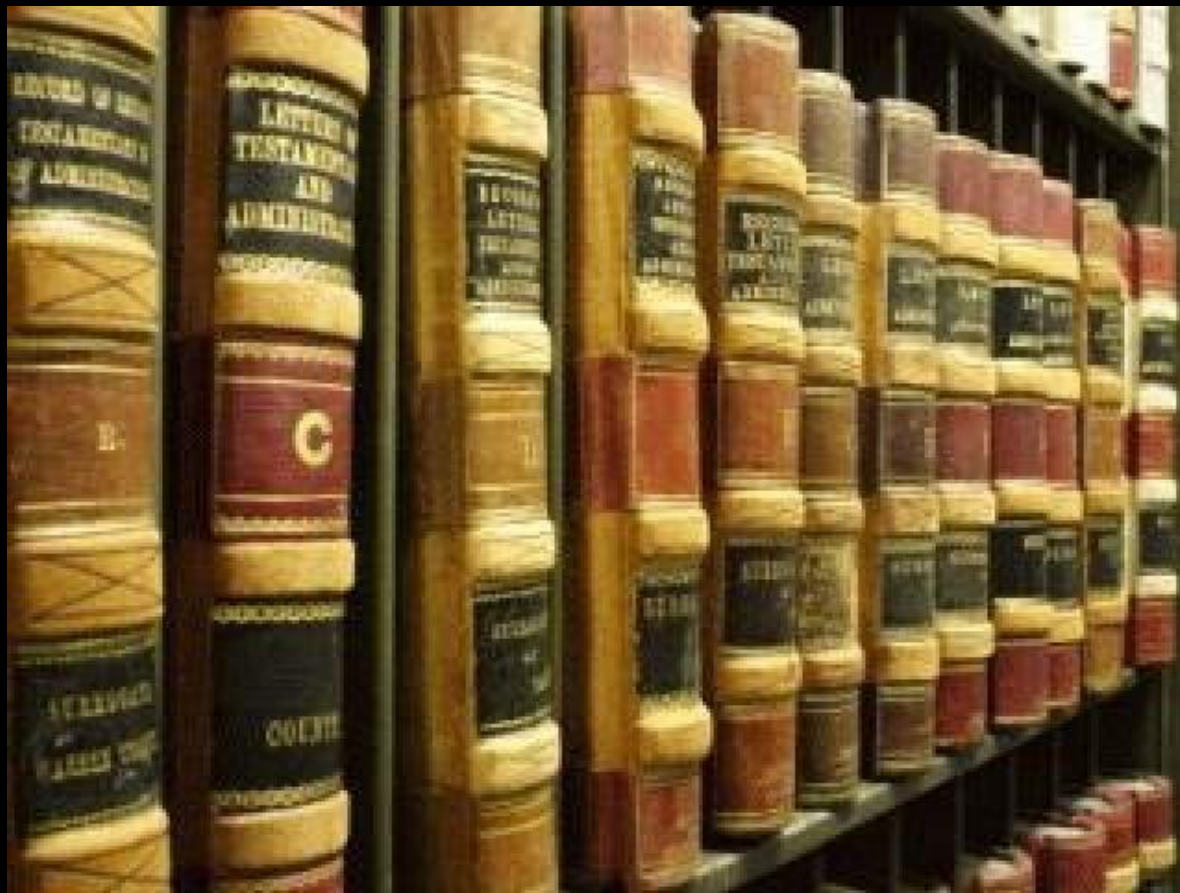


Trial Advocacy Before the Missouri Public Service Commission



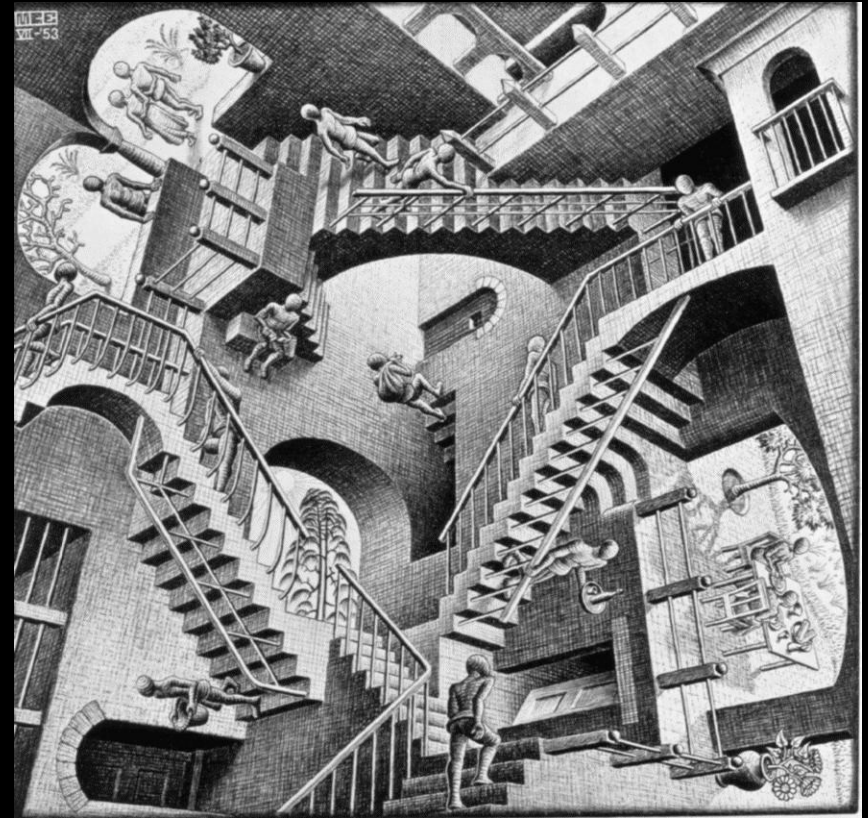
Understanding Your Audience

- What is a public Utility?
- Who comprises the Commission?
- What is the Commission's Role?



Getting the Lay of the Land

- Unique Features of 4 CSR 240-2
- Pre-Filed Testimony and its Ramifications
- Res Judicata, Collateral Estoppel and other Commission anomalies



Effective Opening Statements



- Understanding the Issues
- Framing the Issues
- Anticipating the Commission's Questions
- Anticipating Opponent's Positions

Effective Cross-Examinations

- Getting Your Admissions
- Managing Hostile Witnesses
- Quitting While You Are Ahead



Effective Brief Writing



- Provide a Coherent Theme
- Focus on Precision and Clarity
- Be Brief (Literally)

Questions?

