



ALFA International
THE GLOBAL LEGAL NETWORK

2025 Transportation Seminar April 30-May 2, 2025

INSIGHTS FROM THE OTHER SIDE

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INSIGHTS FROM THE OTHER SIDE

1. What keeps plaintiff's attorneys up at night on their slam dunk cases?
2. Jury Selection
 - a) Profile the type of juror you want for your transportation case
 - b) Is there one common question the defense commonly does/does not ask in voir dire that they should/should not ask?
3. Thoughts on Common Defense Trial Tactics
 - a) What are some common mistakes made by the defense at trial that tend to result in large plaintiff verdicts?
 - b) Is there any one thing the defense does at trial that you believe alienates the jury?
 - c) Is there anything unique you have seen the defense do at trial that was ultimately successful in creating favor with the jury?
4. Pre-litigation
 - a) What are common mistakes made or helpful actions taken by the defense in the pre-litigation stage?
 - b) What are your thoughts on immediate, direct contact from the trucking company?
5. Negotiations
 - a) Is there a format, style, tactic or gesture that you think is particularly helpful for successful settlement negotiations?