



The Lost Art: An Advocate's Guide to Effective Closing Argument

By Joseph F. Anderson Jr.

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Winner of the 1999 ACLEA Outstanding Achievement Award, *The Lost Art: An Advocate's Guide To Effective Closing Argument* is a comprehensive survey of the art and the law of closing argument. The book is designed to be what its title suggests: an advocate's guide, a handy reference for the busy lawyer. Part One of the book deals with the craft of advocacy, practical pointers on composing and delivering an effective summation. Part Two is a compendium on the law of closing argument, the cases that define the boundaries beyond which a lawyer may not venture when arguing to a jury. Part Three includes a collection of over 200 short segments from actual closing arguments in civil and criminal cases. These segments have been carefully selected from recent and historic cases around the country and cover 80 different frequently recurring topics. A few of the subject matters include:

- Introductions and closings
- Burden of proof
- Credibility
- Damages
- Expert testimony
- Circumstantial evidence
- Character witnesses
- Reasonable doubt
- Inconsistent claims and defenses

Unlike many collections of closing arguments, this volume reprints only the most usable portions of each. While the collection includes excerpts from historically significant cases, from John Quincy Adams' defense of the British soldiers for their actions in the Boston Massacre to the recent trial in the Oklahoma bombing case, its focus is on frequently recurring issues. It draws, therefore, primarily from typical cases that were argued uncommonly well. These courtroom classics can form the nucleus of an effective summation, allowing the busy litigator to draw on the talents of many fine lawyers in a matter of minutes. Any lawyer who has ever composed a closing argument will find Judge Anderson's book to be a treasure trove of memorable summations that can be building blocks for a compelling jury argument.

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