

## SUBJECT-MATTER INDEX

### A

**Active voice**, 215–216  
**Administrative notice, as evidence**, 44–48  
**Alien, as term**, 3n12  
**Amendment, of application**, 16–17  
**Application**  
    amendment of, 16–17  
    confidentiality and, 37  
**“Are you...” questions**, 65–67  
**Argumentativeness objection**, 132, 135–136  
**Aristotle**, 215  
**Asked and answered objection**, 101–104, 133, 138, 183  
**Authentication, of evidence**, 33, 39–43, 129

### B

**Badgering**, 133, 138–139  
**BIA**. *See* Board of Immigration Appeals (BIA)  
**Biden, Joe**, 1–2  
**Board of Immigration Appeals (BIA)**, 1, 3  
    administrative notice and, 45–47  
    cross-examination and, 128–129  
    evidence and, 29–30, 45–47  
    expert witnesses and, 145, 155, 163  
    offer of proof and, 115–116  
    redirect and, 189  
**Burdens of proof**, 4–5  
    administrative notice and, 45  
    case analysis and, 22–23  
    closing argument and, 220  
    confidentiality and, 37  
    convictions and, 43  
    cross-examination and, 191, 194–195

    direct examination and, 51–52, 55–56, 65  
    hearsay and, 35, 112  
    leading questions and, 95  
    theory of case and, 232

### C

#### Case analysis

    cross-examination and, 208  
    direct examination and, 52, 69  
    experts and, 146  
    nuts and bolts of, 20–21  
    objections and, 93, 113–114, 140  
    proof charts in, 22–28  
    theory of case in, 19–20  
    timing of, 21–22  
    witness preparation and, 232

#### Case Flow Processing

, 9

#### Cases

. *See* removal cases

#### Citations, in closing argument

, 220–221

#### Closing argument

    active voice in, 215–216  
    argumentation in, 209–213  
    case analysis and, 20–21  
    citations in, 220–221  
    concluding, 220  
    conclusions in, 209–213  
    cross-examination and, 194–197, 199, 201, 206  
    emphasis in speech in, 224–225  
    enunciation in, 224  
    eye contact with judge during, 223  
    facts in, 209–213  
    gestures in, 225  
    hand gestures in, 225  
    objections and, 132, 136  
    opening statement *vs.*, 15  
    OPLA’s best arguments in, 219  
    organization in, 216–220

persuasion in, 215  
 pitch of voice in, 224  
 posture in, 225  
 practical tips for delivery of, 223–226  
 redirect and, 187–188  
 requesting, with judge, 222–223  
 respondent’s arguments in, 218–219  
 roadmap of argument in, 217–218  
 standing for, 225  
 storytelling in, 213–216  
 tempo in, 224  
 themes in, 214–217  
 voice in, 224–225  
 volume of voice in, 224  
 weaknesses in, 219

**Clothing, of witnesses, 229–230**

**Completeness, 33**

**Conclusions**

in closing argument, 209–213  
 facts vs. evidence vs., 23–26

**Confidentiality, evidence and, 36–37**

**Confusing questions, 134–136**

**Constitution, U.S., 1**

**Convictions, proof of, 42–43**

**Credibility**

explaining importance of, to witness,  
 233–234  
 importance of establishing, 5–7  
 memory and, 83

**Cross-examination**

closing argument and, 194–197, 199,  
 201, 206  
 common OPLA witnesses in, 191–194  
 conducting of, 191–208  
 constructive, 195–196  
 content of question in, 199–201  
 destructive, 196–197  
 of expert witnesses, 208  
 form of question in, 197–199  
 impeachment in, 204–208  
 length of question in, 201–202  
 mechanics of, 194–195  
 by OPLA, 39, 128–144, 178–179 (*See  
 also* redirect examination)

organization in, 202–204  
 preparing witness for, 244–247  
 purpose of, 195–197  
 questions in, 197–202

**D**

**Department of Homeland Security**

(DHS), 1–2, 1n3. *See also* Office of  
 the Principal Legal Advisor  
 (OPLA)

**DHS. See** Department of Homeland  
 Security (DHS)

**“Did you...” questions, 65–67**

**Direct examination**

avoiding poor, 65–74  
 commenting on testimony in,  
 avoiding, 72–73  
 double negatives in, 70  
 exhaustion of topic in, 55  
 exhibits in, 74–76  
 foundational questions in, 58–59  
 headnotes in, 52–55  
 laying foundation in, 59–60  
 listening in, 62–63  
 long questions in, 71–72  
 looping in, 61–62  
 negative facts in, eliciting, 63–64  
 negatives in, 70  
 open-ended questions in, 56–57  
 organization of, 51–55  
 preparing respondent for, 234–236  
 questioning techniques in, 55–63  
 question preparation for, 80–81  
 refreshing recollection in, 85–89  
 rehashing, in redirect, 183–185  
 showing documents/items to witness  
 in, 87–90  
 taglines in, 60–61  
 techniques, 52  
 wide-open questions in, 69

**Double negatives, in direct  
 examination, 70**

**Dress, of witnesses, 229–230**

**Due process**, 29–30  
**Due Process Clause**, 29

## E

**Emphasis, in speech, in closing argument**, 224–225  
**Enunciation, in closing argument**, 224  
**EOIR**. *See* Executive Office for Immigration Review (EOIR)

### Evidence

administrative notice as, 44–48  
 authentication of, 33, 39–43, 129  
 best evidence rule, 124–125  
 citation, in closing argument, 220–221  
 confidentiality and, 36–37  
 convictions as, 42–43  
 demonstrative, 32  
 documentary, 31–32, 121–130  
 facts not in, objection for, 111–112, 137–138  
 facts *vs.*, *vs.* conclusions, 23–26  
 Federal Rules of Evidence, 29, 31–33  
 hearsay, 33–36  
 in *Immigration Court Practice Manual*, 48–50  
 marking of exhibits into, 15  
 objection to mischaracterization of, 104–105, 136–137  
 opinion testimony as, 38  
 original documents “rule” and, 124–125  
 personal knowledge as, 38  
 privilege and, 33, 36–37  
 proof charts and, 23–26  
 relevance of, 33–34  
 rules of, 29–50  
 soft impeachment and, 76–80

**Executive Office for Immigration Review (EOIR)**, 1  
 evidence and, 48–50  
 registration, 7–8

**Executive Office for Immigration Review (EOIR) Immigration Benchbook**, 29–30

**Exhaustion of topic, in direct examination**, 55

**Exhibits, in direct examination**, 74–76

### Expert witnesses

avoiding jargon with, 165  
 Board of Immigration Appeals and, 144  
 categories of, 166–173  
 challenging proposed, 155–157  
 conclusions of, 166  
 conversational testimony with, 163–164  
 cross-examination of, 208  
 eliciting opinion of, 161–166  
 establishing basis of opinion of, 162–163  
 in Federal Rules of Evidence, 33  
 on home country conditions, 166–169  
 introducing, 148–150  
 legal conclusions by, 174–175  
 on medical diagnoses, 167, 171–173  
 on mental health, 167, 169–171  
 opinions they can't give, 173–175  
 planning for testimony of, 146  
 qualifying, as expert, 146–157  
 questions in qualification of, 150–155  
 “teaser” and, 149–150  
 tender and, 158–161, 173–174

**Eye contact**, 223

## F

### Facts

in closing argument, 209–213  
 conclusions *vs.*, 73–74  
*vs.* evidence *vs.* conclusions, 23–26  
 negative, in direct examination, 63–64  
 not in evidence, objection for, 111–112, 137–138

**Federal Rules of Evidence (FRE)**, 29, 31–33, 43, 95, 130, 197–198

**Fifth Amendment**, 29, 36–37

**Foreign records, in authentication of evidence**, 41–42

**Foundation, objection for lacking**, 111–112, 141–142

**FRE**. *See* Federal Rules of Evidence (FRE)

## G

**Gestures, in closing argument**, 225

**Giglio request**, 193–194

## H

**Hand gestures, in closing argument**, 225

### Headnotes

in cross-examination, 196, 202–204

in direct examination, 52–55, 69

expert witnesses and, 146, 150–154, 164

objections and, 99–102

in redirect examination, 181–182, 184

**Hearing**. *See also* cross-examination; direct examination; redirect examination

conduct of, 14–18

preparing respondent for OPLA's role in, 244–247

**Hearsay**, 33–36, 38

indicia of reliability and, 125–126, 128

objections, 112–113, 143–144

**Home country conditions**, 6, 26, 45, 159–160, 167–169

## I

**ICE**. *See* Immigration and Customs Enforcement (ICE)

**ICPM**. *See* *Immigration Court Practice Manual* (ICPM)

**IIRAIRA**. *See* Illegal Immigration Reform and Immigrant Responsibility Act of 1996 (IIRAIRA)

**IJ**. *See* immigration judges (IJs)

**Illegal Immigration Reform and Immigrant Responsibility Act of 1996 (IIRAIRA)**, 45

### Immigration and Customs

**Enforcement (ICE)**, 1–2, 140, 193–194

### Immigration and Nationality Act

(INA), 2–6, 30–32, 36, 42–43, 116, 128, 144, 148, 194

**Immigration Court Practice Manual (ICPM)**, 3

conduct of hearing in, 14

evidence in, 48–50

experts and, 147

objections in, 121, 124

redirect and, 189

witness lists in, 12

### Immigration judges (IJs), 1

administrative notice and, 44–45

burdens of proof and, 4

closing argument request to, 222–223

clothing and, 229–230

in credibility assessment, 5–7

disallowing refreshing of memory, 90

eye contact with, in closing argument, 223

headnotes and, 54

not allowing redirect, 188–189

opening statement and, 15

as vindicator, 213–214

witness interaction with, 231–232

witness list and, 12

witness memory and, 83

**Impeachment, witness**, 33, 76–80, 204–208

**INA**. *See* Immigration and Nationality Act (INA)

**Indicia of reliability**, 125–128

**Interpreter**, 236

## J

**Jargon, with expert witnesses**, 165.

*See also* legalese

**Judges.** *See* immigration judges (IJs)

## K

**Knowledge, personal**

as evidence, 38

objection to lack of, 105–107, 141

## L

**Law.** *See also specific laws*

citations, in closing argument, 221

in proof chart, 27–28

sources of, 2–4

substantive, essentials, 2–7

**Leading questions**, 33, 56–57, 95–97, 133–134

**Legal conclusions, by expert witnesses**, 174–175

**Legalese, in redirect**, 185. *See also* jargon

**Life cycle, of removal case**, 8–9

**Listening, in direct examination**, 62–63

**Long questions**, 71–72

**Looping**, 61–62

## M

**Marking, of exhibits into evidence**, 15

**Marks, Dana Leigh**, 17

*Matter of Y-I-M*, 6–7

**Medical diagnoses, expert witnesses on**, 167, 171–173

**Memory**

credibility and, 83

in direct examination, 85–90

documents/items to refresh, 87–90

preparing to refresh, 90

refreshing, 83–91, 243–244

rules for refreshing, 84–90

soft impeachment and, 79–80

strategies for respondents with poor, 242–243

**Mental health, expert witnesses on**, 167, 169–171

**Mischaracterization of evidence objection**, 104–105

## N

**Narrative, objection to calling for**, 98–101

**Negative facts, in direct examination**, 63–64

**Negative inference**, 137–138, 179–181

**Negatives, in direct examination**, 70

**Noncitizen, as term**, 3n12

**Non-lawful permanent resident (non-LPR)**

country condition experts and, 167

direct examination and, 53

in proof charts, 23

relevance objections and, 113

in theory of case, 20

topic exhaustion and, 55

**Note-taking, in cross-examination**, 180–181

**Notice to Appear (NTA)**, 8, 12, 16

## O

**Objections**

argumentativeness, 132, 135–136

asked and answered, 101–104, 133, 138, 183

assuming facts not in evidence, 111–112, 137–138, 141–142

badgering, 133, 138–139

benefits of making, 119–120

calls for narrative, 98–101

calls for speculation, 107–109, 142–143

common, 94–114

compound, 97–98

to compound questions, 134

to confusing questions, 134–136

in cross-examination, 178–179

to cross-examination by OPLA, 130–144

declarant not subject to cross-examination, 128–129

to documentary evidence, 121

to form of question, 95–105, 133–139

hearsay, 112–113, 143–144

improper lay witness opinion, 109–111, 143

lack foundation, 111–112

lack of authentication, 129

lack of personal knowledge, 105–107, 141

lacks indicia of reliability, 125–128

to leading questions, 95–97, 133–134

making, 119–144

mischaracterizes evidence, 104–105, 136–137

offer of proof and, 115–116

preparing for, 93–94

preparing respondent for, 244

privileged communication, 140–141

relevance, 113–114, 140

responding to, 93–117

strategic, 144

to substance of question, 105–114, 139–144

sustained, options in case of, 114–116

unfair prejudice, 130

to vague questions, 134–136

**Offer of proof**, 55, 90, 115–116

**Office of the Principal Legal Advisor (OPLA)**, 1–2, 9

case analysis and, 20–21

common witnesses of, 191–194

cross-examination, 39, 128–144, 178–179

exhibits and, 15

experts and, 147–148, 155–156

hearsay and, 35–36

objecting to documentary evidence of, 121–130

objections by, 93–94

redirect examination and, 177–178

untimely filing by, 121–124

**Open-ended questions**, 56–57, 66–67

**Opening statements**, 14–15, 210–211, 225

**Opinion testimony**, 38

**OPLA**. *See* Office of the Principal Legal Advisor (OPLA)

**Original documents “rule,”** 124–125

**P**

**Personal knowledge**

as evidence, 38

objection to lack of, 105–107, 141

**Persuasion, in closing argument**, 215

**Pitch, of voice, in closing argument**, 224

**Police reports**, 35

**Post-traumatic stress disorder (PTSD)**, 79–80, 170–171

**Posture, in closing argument**, 225

**Primacy**, 51, 183, 216

**Privilege, evidence and**, 33, 36–37

**Privileged communication, objection for**, 140–141

**Proof charts**, 22–28, 113, 146

**PTSD**. *See* post-traumatic stress disorder (PTSD)

## Q

### Questions

to avoid, 65–72  
 compound, 134  
 confusing, 134–136  
 in cross-examination, 197–202  
 in direct examination, 55–63, 65–74  
 in expert qualification, 150–155  
 foundational, 58–59  
 laying foundation for, 59–60  
 leading, 33, 56–57, 95–97, 133–134  
 long, 71–72  
 objections to form of, 95–105, 133–139  
 objections to substance of, 105–114, 139–144  
 open-ended, 56–57, 66–67  
 preparation of, for direct examination, 80–81  
 question starters, 57–58  
 in redirect, 182–183, 187–188  
 rephrasing, soft impeachment and, 77–78  
 that asks for conclusions vs. facts, 73–74  
 vague, 134–136  
 wide-open, 69

## R

**Recency**, 51, 183, 216

**Records, official, in authentication of evidence**, 39–42

foreign, 41–42

### Redirect examination

goal of, 179–181  
 headnotes in, 181–182  
 judge not allowing, 188–189  
 legalese in, 185  
 negative inferences and, 179–181  
 note-taking during cross and, 180–181  
 preparing respondent for, 247–248

questions in, 182–183, 187–188  
 rehashing direct in, 183–185  
 scope of, 177–178, 188  
 too many questions in, 187–188  
 without plan, 185–187

### Relevance

of evidence, 33–34  
 objections for, 113–114, 140

### Removal cases

conduct of hearing in, 14–18  
 life cycle of, 8–9  
 personnel involved in, 10–11

## S

**Soft impeachment**, 76–80

**Speculation, objection to calling for**, 107–109, 142–143

**Standing, for closing argument**, 225

**Storytelling, in closing argument**, 213–216

## T

**Taglines, foundational**, 60–61

**Tempo, in closing argument**, 224

**Tenders, with expert witnesses**, 158–161, 173–174

**Testimony.** *See also* evidence; expert witnesses; witnesses

commenting on, in direct examination, 72–73

conversational, with experts, 163–164  
 implausible, 239–242

inconsistent, 80, 83

mischaracterization of prior, objection for, 136–137

opinion, 38

telephonic, 12–13

video, 12–13

**Themes, in closing argument**, 214–217

**Theory of case**, 19–20, 120, 232–233

## U

**Unfair prejudice, objection for**, 130

## V

**Vague questions**, 134–136

**Voice, in closing argument**, 215–216,  
224–225

**Volume, of voice, in closing argument**,  
224

## W

**“Were you...” questions**, 65–67

**“What happened next”**, 67–69

**Wide-open questions**, 69

**Witnesses.** *See also* cross-examination;  
direct examination; expert  
witnesses

addressing implausible testimony of,  
239–242

calling, 17

dress for, 229–230

explaining “basics” to, 227–232

explaining format of hearing to, 230–  
231

explaining importance of credibility  
to, 233–234

explaining internet-based hearings to,  
229

explaining logistics to, 228–229

explaining substance of claim to, 232–  
234

explaining theory of case to, 232–233

explaining “the record” to, 234

in Federal Rules of Evidence, 33

immigration judge and, explaining  
interaction with, 231–232

impeachment of, 33, 76–80, 204–208

interpreter testimony, 236

lay, objection to opinion of, 109–111,  
143

list, 12

of OPLA, common, 191–194

preparation, 227–250

preparing for cross-examination, 244–  
247

preparing for decision, 248–249

preparing for direct examination, 234–  
236

preparing for objections, 244

preparing for OPLA role in hearing,  
244–247

preparing for redirect, 247–248

refreshing memory of, 83–91, 243–  
244

telephonic testimony of, 12–13

types of, 11–13

video testimony of, 12–13