WINNING AN APPEAL FOURTH EDITION



LexisNexis Law School Publishing Advisory Board

J. Martin Burke

Regents Professor of Law

University of Montana School of Law

Charles B. Craver

Freda H. Alverson Professor of Law

The George Washington University Law Schol

Joshua Dressler

Frank R. Strong Chair in Law

The Ohio State University, Michael E. Moritz College of Law

Paul F. Rothstein

Professor of Law

Georgetown University Law Center

Robin Wellford Slocum

Professor of Law & Director, Legal Research and Writing Program Chapman University School of Law

Charles J. Tabb

Alice Curtis Campbell Professor of Law

University of Illinois College of Law

Judith Welch Wegner

Professor of Law

University of North Carolina School of Law

Glen Weissenberger

 $Chair, Lexis Nexis\ Law\ School\ Publishing\ Advisory\ Board$

Dean & Professor of Law

DePaul University College of Law

WINNING AN APPEAL

FOURTH EDITION

A short, readable, step-by-step explanation of how to prepare and present your case effectively.

With sample briefs.

Myron Moskovitz

Professor of Law Golden Gate University



LCCN: 2007929472 ISBN: 1-4224-1175-3

This publication is designed to provide accurate and authoritative information in regard to the subject matter covered. It is sold with the understanding that the publisher is not engaged in rendering legal, accounting, or other professional services. If legal advice or other expert assistance is required, the services of a competent professional should be sought.

LexisNexis, the knowledge burst logo, and Michie are trademarks of Reed Elsevier Properties Inc., used under license. Matthew Bender is a registered trademark of Matthew Bender Properties Inc.

Copyright © 2007 Matthew Bender & Company, Inc., one of the LEXIS Publishing companies. All Rights Reserved.

No copyright is claimed in the text of statutes, regulations, and excerpts from court opinions quoted within this work. Permission to copy material exceeding fair use, 17 U.S.C. § 107, may be licensed for a fee of 10¢ per page per copy from the Copyright Clearance Center, 222 Rosewood Drive,

Danvers, Mass. 01923, telephone (978) 750-8400.

NOTE TO USERS

To ensure that you are using the latest materials available in this area, please be sure to periodically check the LexisNexis Law School web site for downloadable updates and supplements at www.lexisnexis.com/lawschool

Editorial Offices
744 Broad Street, Newark, NJ 07102 (973) 820-2000
201 Mission St., San Francisco, CA 94105-1831 (415) 908-3200
701 East Water Street, Charlottesville, VA 22902-7587 (804) 972-7600
www.lexis.com

PREFACE

I've had quite a bit of experience with the appellate process. I served as law clerk to a Justice of the California Supreme Court, where I saw hundreds of appellate briefs and watched many oral arguments — and how the judges reacted to them. Most of these were in proper *form*, but not many had much effect on how the judges decided the case. They just weren't particularly persuasive. Still, it would have been hard for me to articulate just what was wrong with them, in any general way. I knew what was missing from a particular brief or argument, but I knew of no general principles that might help appellate counsel in all cases.

I've handled quite a few appeals myself, with some measure of success. Why do I win? Like most lawyers, I've attributed my victories to innate brilliance. Could there be some general, unarticulated principles I was following without knowing it? It never occurred to me.

Then something happened that forced some introspection: I was assigned to teach Appellate Advocacy. Teaching the *form* of an appeal was no problem, but how could I teach students the *substance*, if that depended solely on native talents that by their very nature cannot be taught? At most, I might go over particular briefs and oral arguments, criticize them, and hope that my students would somehow get a "feeling" as to how to do it. I assumed that there were few, if any, general principles I could teach on how to win.

Gradually, I learned how wrong I was.

As I read and re-read student briefs, lawyers' briefs, and my own briefs, and as I watched oral arguments, the principles slowly emerged. I was surprised that so many of them involved no brilliant insights, but mere common sense — flavored with a healthy dose of experience. Once students learned these principles, the quality of their work improved enormously.

This book recounts what I have learned.

The text of the book explains the principles. Like a good brief, it is (I hope) concise — you can read the entire text in a couple of hours or so. In the back of the book are three sample briefs *applying* the principles. And before each brief is a description of the thinking *behind* the brief.

Many thanks to Diana D. Sam, Esq. (an excellent appellate lawyer), Professor Peter J. Honigsberg (University of San Francisco), and Professor Randall Aiman-Smith (Hastings) for their helpful comments.

Myron Moskovitz

TABLE OF CONTENTS

Preface	. v
Chapter 1. THE KEY TO WINNING § 1.1 The Purpose of This Book § 1.2 How to Win an Appeal § 1.3 Some Examples of "Justice"	. 1 . 1
Chapter 2. AN OVERVIEW	
§ 2.1 How Appellate Courts Differ From Trial Courts	
§ 2.2 Some Basic Principles for Influencing an Appellate Court	
[A] You Are There to Win[B] Pay Attention to Everything	. 6
[C] Try to Make the Judge's Job Easier	. 6
[D] Be Credible, Be Reliable	
[E] Think Creatively	
[B] Timik Orealively	•
Chapter 3. PREPARE YOUR WORKING OUTLINE	. 9
§ 3.1 Read the Transcripts	
§ 3.2 Spot the Issues	
§ 3.3 What Issues to Include	. 10
\S 3.4 Build the Outline	. 11
§ 3.5 An Example	
$\S~3.6~Show~Reversible~Error~\dots$. 14
Chandan 4 (DITE DDITE	17
Chapter 4. THE BRIEF	
§ 4.1 Importance of the Brief	
[A] Objectives of the Outline of Argument	
[B] Careful Wording is Important	
[C] Including Facts	
[D] Which Issue Comes First?	
[E] Do Not Subdivide an Issue into One Subissue	
[F] Follow Your Headings	
§ 4.3 The Statement of Facts	
[A] Importance of the Statement of Facts	
[B] When to Write the Statement of Facts	
[C] What Facts to Include	
[D] Tell A Good Story	. 23
[E] Dividing Your Statement of Facts into Sections	. 24
[F] Watch Your Language	
[G] Be Honest, and Follow the Rules	
[H] Show Respect for the Rules of Appellate Review	
[I] Where to Get the Facts	
[J] How to Persuade in Your Statement of Facts	. 26

§ 4.4 I	Legal Research	27
[A]	The Importance of Good Research Techniques	28
[B]	Getting Ready	28
[C]	The Most Effective Way to Find Helpful Cases	29
[D]	Think Defensively When Selecting Cases	30
[E]	How to Read a Case	30
[F]	Find Recent Cases from Certain Courts	31
§ 4.5 T	The Argument	32
[A]	When to Write the Argument	32
[B]	Read It as You Write It	33
[C]	Getting Started	34
[D]	Structure of Each Section	34
$[\mathbf{E}]$	How Much Law Should You Explain?	35
[F]	Explain Why the Rule is Just	36
[G]	Using Cases	37
[H]	Secondary Sources	38
[I]	Be Reliable	39
[J]	Make the Judge's Job as Easy as Possible	39
[K]	Use Quotations — But Sparingly	39
[L]	Use Proper Form of Citations	40
[M]		40
[N]	Use Alternative Arguments Wherever Possible	41
[0]	•	41
L - 3	Make the Court Want to Decide the Case Your Way	
[P]	Use the Facts	42
[Q]	Relate Your Case to the Judge's Experiences and Values	43
[R]	Explain How a Proposed Rule Will Affect Society	43
[S]	The Appellant Must Answer the Trial Court	44
[T]	Anticipate (and Rebut) Rebuttal Arguments	44
[U]	Be Moderate, Be Reasonable, Be Courteous	47
[V]	Develop a Theme	48
	Writing Style	49
[X]	Be Concise	49
[Y]	Write a Two-Page Brief	50
	Guide the Judge as You Go Along	50
] Keep Your Language Reasonably Simple	50
	Write For Two Audiences	51
	Footnotes	52
[DD]] How Long Should Your Brief Be?	52
	The Conclusion	53
§ 4.7 S	Summary of Argument	53
§ 4.8 I	Editing	54
§ 4.9 (Get Feedback	55
§ 4.10	Respondent's Brief	56
[A]	The Statement of Facts	56
[B]	The Outline of Argument	57
[C]	The Argument	57

TABLE OF CONTENTS	ix
§ 4.11 Appellant's Reply Brief	58
Chapter 5. ORAL ARGUMENT	61
§ 5.1 The Purpose of Oral Argument	61
§ 5.2 Your Frame of Mind	62
§ 5.3 Develop a Theme	63
§ 5.4 Preparation	64
[A] Know the Record	64
[B] Know the Cases	64
[C] Anticipate Questions	65
[D] Prepare a Short Recitation of the Facts	66
[E] Prepare a Speech Outline	
[F] What to Include in Your Speech Outline	67
[G] Prepare a Conclusion	68
[H] Preparing Respondent's Speech Outline	68
[I] Rehearse	69
[J] Scout the Court	69
[K] Find Out How Much The Court Prepares For Oral	
Argument	70
[L] Get Some Sleep	70
[M] What to Do with Your Client	71
§ 5.5 What to Do at Oral Argument	71
[A] Your Opening Lines	71
[B] Answering Questions	72
[C] Listen Carefully	74
[D] Tone	74
[E] Beware the Straw Man	76
[F] Use Your Strong Points	76
[G] Focus on the Judges — Not Your Opponent	77
§ 5.6 Respondent's Argument	77
§ 5.7 Appellant's Rebuttal	78
§ 5.8 When To Stop	79
§ 5.9 Miscellaneous Tips	79
§ 5.10 Style	80
§ 5.11 Dealing With Anxiety	81
[A] Get Experience	81
[B] Practice	81
[C] Prepare Well	82
Cl4 C DEDCHADING AN ADDELL AME COLIDMAN	
Chapter 6. PERSUADING AN APPELLATE COURT TO HEAR YOUR CASE	83
§ 6.1 The Problem	
§ 6.2 The Basic Principle	
§ 6.3 Show Serious Injustice by the Lower Court	
§ 6.4 Show Conflicts or Lack of Clarity in the Law	
§ 6.5 Show That the Lower Court Opinion Will Create a New,	04

Incorrect Rule of Law

85

	Show That an Issue in the Case is Important to Society	85 86		
§ 6.7 Pique the Court's Interest				
§ 6.8 Find Out Issues the Court Currently Cares About				
§ 6.9 Show Immediacy — That the Issue Must be Resolved Now				
	Drafting Your Petition	87		
§ 6.11	Don't Fret If Your Petition Is Denied	87		
THRE	EE SAMPLE BRIEFS	89		
SAME	PLE BRIEF #1: AN APPELLANT'S OPENING BRIEF			
	IN A CIVIL CASE	91		
[A]	The Concept Behind This Brief	91		
[B]	What to Watch for While Reading This Brief	93		
	[1] The Statement of the Case	93		
	[2] The Statement of Facts	93		
	[3] The Summary of Argument	94		
	[4] The Argument	94		
	[5] The Conclusion	95		
The B	rief	96		
SAME	PLE BRIEF #2: AN APPELLANT'S OPENING BRIEF			
	IN A CRIMINAL CASE	129		
[A]	The Concept Behind This Brief			
[B]	What to Watch for While Reading This Brief			
	[1] The Statement of the Case			
	[2] The Statement of Facts			
	[3] The Summary of Argument			
	[4] The Argument			
	[5] The Conclusion			
The B	rief			
2110 25		200		
SAME	PLE BRIEF #3: A RESPONDENT'S BRIEF	163		
[A]				
[B]	What to Watch for While Reading This Brief			
[2]	[1] The Introduction			
	[2] The Statement of the Case			
	[3] The Statement of Facts			
	[4] The Argument			
	[5] The Conclusion			
The B	rief			
EPIL	OGUE	209		