



Christina Marinakis, J.D., Psy.D.

DIRECTOR – JURY RESEARCH

cmarinakis@litigationinsights.com

Dr. Marinakis has 16 years of jury research, study, and applied practice in law and psychology. Christina has assisted trial counsel during jury selection and with daily trial monitoring in venues across the country, helping clients obtain favorable outcomes in notoriously difficult jurisdictions such as Baltimore, Miami, St. Louis, Los Angeles, Philadelphia and San Francisco.

Christina draws from her backgrounds in law, psychology, and jury research to draft juror questionnaires, *voir dire* questions, jury instructions, and verdict forms. Through her experience conducting focus groups, mock trials, and shadow juries, she has analyzed hundreds of mock jurors, in addition to interviewing actual jurors post-verdict. Christina regularly assists counsel in developing and implementing trial themes throughout *voir dire*, opening statements, and witness testimony, and she is particularly skilled at translating legal concepts to juror vernacular. Her case experience includes product liability, antitrust litigation, class action, legal and medical malpractice, contract disputes, patents, securities, fraud, trade secrets, employment discrimination, wage and hour, toxic tort and criminal work for both prosecutors and defendants.

Education

- Psy.D., Clinical Psychology, Widener University
- J.D., *summa cum laude*, Delaware Law School: Widener University
- M.A., Clinical Psychology, Widener University
- B.S., Bioscience Psychology, The Pennsylvania State University

Professional Experience

2016-	Director – Jury Research Litigation Insights, Inc. Overland Park, KS/Baltimore, MD
2015-2016	Senior Trial Consultant Litigation Insights, Inc. Overland Park, KS/ Los Angeles, CA
2011-2014	Trial Consultant Trial Partners, Inc. Beverly Hills, CA
2008-2010	Psychology Doctoral Intern Delaware Psychiatric Center Wilmington, DE
2007-2008	Judicial Extern U.S. District Court – Eastern District of Pennsylvania Philadelphia, PA

Selected Articles, Publications and/or Presentations

- Marinakis, C.M. (2018). Voir Dire Questions: Where Do I Start? *Insights*
- Marinakis, C.M. (2018). How to Deal with Bad Company Documents, Part 2: Trial. *Insights*
- Marinakis, C.M. (2018). What Should I Include in a Mini-Opening? How to Increase Cause Strikes and Save Your Best Jurors. *Insights*.
- Marinakis, C.M. (2018). The Opioid Epidemic: Who Will Jurors Hold Accountable? *Law360* <https://www.law360.com/health/articles/1065015/the-opioid-epidemic-who-will-jurors-hold-accountable->
- Marinakis, C.M. & Broome, S. (2018). Pattern Voir Dire Questions. Costa Mesa, CA: James Publishing (2018). Available for purchase at <https://jamespublishing.com/shop/pattern-voir-dire-questions/>
- Marinakis, C.M., Kelso, P.R. & Pifko, M. (2018). Update and Status of the Opioid Litigation. *Presented at The Opioid Litigation Conference*, Dallas, TX
- Marinakis, C.M. (2018). The Importance of Attorney Etiquette in the Courtroom. *Law360* <https://www.law360.com/articles/1027998/the-importance-of-attorney-etiquette-in-the-courtroom>
- Marinakis, C.M., Piverger, B. (2018). Active Shooter Premises Liability: What Are Jurors' Expectations of Safety? *Insights*
- Marinakis, C.M. & Wilinski, J. (2018). Re-Examining the Reptile: Does Fear Drive Plaintiff Verdicts? *USLAW Magazine* (Spring/Summer 2018)
- Marinakis, C.M. (2018). How to Deal with Bad Company Documents, Part 1: Voir Dire. *Insights*
- Marinakis, C.M. (2018). Gender Bias in the Courtroom. *Presented at the National Association of Women Lawyers (NAWL) Annual Conference*, Miami, FL
- Marinakis, C.M. & Piverger, B. (2018). How Jurors View Active Shooter Premises Liability. *Law360*. <https://www.law360.com/articles/1015141/how-juries-view-active-shooter-premises-liability>
- Marinakis, C.M., Solheim, M.A., & Moore, J.R. (2018). When Managing Crisis Means Admitting Fault. *Presented at the USLAW Spring Client Conference*, Scottsdale, AZ.
- Marinakis, C.M. (2018). Should I Allow Jurors to Ask Questions of Witnesses? *Insights*
- Marinakis, C.M. (2018). 'Throw' Your Mini-Opening to Get the Best Jury Possible. *Law360*. Marinakis, C.M. & Wilinski, J. (2018). Re-Examining the Reptile – Does Fear Drive Plaintiff Verdicts? *Presented at USLAW Spring Client Conference*, Scottsdale, AZ <https://www.law360.com/articles/1011295/throw-your-mini-opening-to-get-the-best-jury-possible>
- Marinakis, C.M. (2018). Diagnosis Juror Bias Against Foreign Witnesses. *Law360* <https://www.law360.com/articles/995133/diagnosing-juror-bias-against-foreign-witnesses>
- Marinakis, C.M., Leibold, J.M., & Pitera, M.J. (2018). What Do Jury Consulting Services Cost When on a Budget? *Insights*
- Marinakis, C.M. (2017). Defending Any Exposure Causation. *Presented at the USLAW Fall Client Conference*, Carlsbad, CA
- Marinakis, C.M. (2017). Philando Castile Case: The 60 Questions Potential Yanez Trial Jurors Must Answer. *Appearance on Fox Evening News* (May 31, 2017). <http://www.fox9.com/news/what-questions-are-the-potential-yanez-trial-jurors-answering>
- Marinakis, C.M. (2017). How Important Is Attorney Etiquette in the Courtroom? *Insights*
- Marinakis, C.M. (2017). Should an ESL Witness Testify Through an Interpreter? *Insights*
- Marinakis, C.M. (2017). Are Jurors Biased against Foreign Witnesses? *Insights*
- Marinakis, C.M. (2017). Psychological Foundations of Juror Judgements. *Presented at the Southeastern Chapter of the American Board of Trial Advocates (SEABOTA) Annual Conference*, Biloxi, MS
- Marinakis, C.M. (2017). Trial Themes and Strategies for Avoiding the Mega Verdict. *Presented at the USLAW Spring Client Conference*, Braselton, GA
- Marinakis, C.M. (2017). Science as a Second Language: Communicating Scientific Evidence to Jurors. *Manuscript and Presentation for the DRI Toxic Tort Seminar*, New Orleans, LA

- Marinakis, C.M. (2017). Maximizing Cause Challenges: Getting Jurors to Reveal Bias and Admit They Can't Be Fair. *CLE Presentation to SmithAmundsen LLC*, Chicago, IL
- Marinakis, C.M. & Rudd, A.L. (2016). Voir Dire and Jury Selection Strategy in Pharmaceutical and Medical Device Matters. *Presented at the Drug and Device Defense Forum*, Philadelphia, PA
- Marinakis, C.M, McNally, C.M., & Albright, D.F. (2016). Deliberation: An Open Discussion with Consultants and Jurors. *Presented at the National Lead Litigation Conference*, Naples, FL
- Marinakis, C.M. (2016). How to Get Jurors to Admit They Can't Be Fair. *Law360*
- Marinakis, C.M. (2016). How Important is a Consultant's Win Rate? *Insights*
- Tedder-King, A.L. & Marinakis, C.M. (2016). Cut the Bull: What Can Trial Consultants Really Do? *Insights*
- Marinakis, C.M. (2016). How Do I Get Jurors to Remember My Themes? *Insights*.
- Marinakis, C.M. (2016). Is it Better to Have Greater or Fewer Peremptory Strikes? *Insights*.
- Pitera, M.J. & Marinakis, C.M. (2016). Will My Expert Witness Appear Biased? *Insights*.
- Marinakis, C.M. (2016). What Are the Benefits of Conducting Jury Research Early in the Case? *Insights*.
- Marinakis, C.M. (2016). Trial Consulting 101. *Presented at the ASTC 35th National Conference*, Redondo Beach, CA.
- Marinakis, C.M. (2016). What Are the Standards and Procedures for Jury Selection in My Jurisdiction? *Insights*.
- Marinakis, C.M. (2016). How Should Scientific Research Be Presented to Judges and Juries? *Insights*.
- Marinakis, C.M. (2016). Essential Strategies for Preparing for Trial. *Presented at The Northeast Corporate Counsel Forum*, Atlantic City, NJ.
- Marinakis, C.M. (2016). How to Obtain a Fair and Impartial Jury in Mass Tort Litigation. *Presented at The Mass Tort Judicial Forum*, New York, NY
- Marinakis, C.M. (2016). Falling on the Sword: Implications of Stipulating to Liability. *Presented at the USLAW Spring Client Conference*, Palos Verdes, CA.
- Marinakis, C.M. (2016). How Should I Introduce My Jury Consultant at Trial? *Insights*.
- Marinakis, C.M. (2016). Is It Ethical to Research Jurors Online during Jury Selection? *Insights*.
- Wilinski, J. & Marinakis, C.M. (2016). The Reptile Brain Strategy: Why Lawyers Use It and How to Counter It. *Insights*.
- Marinakis, C.M. (2016). Can I Conduct My Own Jury Research to Save Costs? *Insights*.
- Pitera, M.J. & Marinakis, C.M. (2016). Unique Approaches to Jury Research to Leverage Your Position. *Webinar presentation for State Farm Insurance*.
- Marinakis, C.M. (2016). What Is the Best Way to Defend a Batson Challenge? *Insights*.
- Marinakis, C.M. (2015). What Is the Best Way to Raise a Batson Challenge? *Insights*.
- Marinakis, C.M. (2015). Bias is in the Eye of the Beholder: Response to *Revealing Juror Bias Without Biasing Your Juror: Experimental Evidence for Best Practice Survey and Voir Dire Questions*, *The Jury Expert*, Vol. 27, No. 4.
- Marinakis, C.M. (2015). Response to *Jury Decision-Making in Excuse Defense Cases: A Novel Methodological Approach*, *The Jury Expert*, Vol. 27, No. 4.
- Marinakis, C.M. (2015). Developing a Reliable Mock Trial: Critical Factors You Must Consider. *Insights*.
- Marinakis, C.M. (2015). Juries in Lead Paint Litigation: Using *Voir Dire* and Graphics to Gain an Edge at Trial. *Presented at the National Lead Litigation Conference*, Boca Raton, FL.
- Marinakis, C.M. (2015). Educating the Jury: Graphics and Animations for Pharmaceutical and Medical Device Cases. *Presented at the Drug & Device Defense Forum*, Philadelphia, PA.
- Marinakis, C.M. (2015). Diversity in the Courtroom: A Competitive Advantage. *Presented to in-house counsel for Honeywell International, Inc.*, Parsippany, NJ.

- Marinakis, C.M. (2015). What Are the Benefits of Having Diversity in a Jury Panel? *Insights*.
- Marinakis, C.M. (2015). Key Issues in Lead Paint Litigation. *Insights*.
- Marinakis, C.M. (2014). Jury Perceptions of Diverse Lawyers in the Courtroom. *Presented to the Federal Bar Association – Northern District of Ohio*, Cleveland, OH.
- Phillips, M.R. & Marinakis, C.M. (2014). Obstacles to Jury Diversity: Common Misconceptions about Batson Challenges. *Manuscript for the DRI Diversity for Success Seminar*, Chicago, IL.
- Marinakis, C.M. (2010). Cleaning the Evidentiary Closet: Removing Junk Science from the Courts. *Featured Presenter, Widener Graduate Student Research Symposium*, Chester, PA.

Professional Memberships and Certifications

- Member, American Society of Trial Consultants
- Pennsylvania Bar Admission
- American Bar Association
- ABA – Litigation section