

**2025 UCLA MOCK TRIAL INSTITUTE A – MGMT 88**  
**COURSE SYLLABUS (Summer 2025)**

**INSTRUCTOR**

GONZALO FREIXES, Adjunct Professor  
[gonzalo.freixes@anderson.ucla.edu](mailto:gonzalo.freixes@anderson.ucla.edu) - Anderson G6.24

Gonzalo Freixes, a graduate of Loyola Law School, has been an Attorney at Law for 44 years and also holds a Master in Business Taxation (USC). He is an Adjunct Professor at UCLA Anderson School of Management where he teaches courses in Business Law, International Business and Taxation. He currently serves as Associate Dean of Fully Employed and Executive MBA Programs and teaches study abroad courses in International Business. Prof. Freixes is Faculty Advisor of the UCLA Mock Trial Program (national collegiate champions in 2004, 2005, 2011, 2014 and 2023).

**TEXT**

Textbook: *Trial Advocacy Basics* (Optional), Any edition is fine (Gitchel and/or O'Brien) – Students can purchase at UCLA bookstores or online. Textbook is recommended but not required.

Course Materials – The program will provide additional course materials and readings online on the UCLA BruinLearn course site (at no additional cost).

**COURSE CONTENT**

This course will familiarize high school students with law and jurisprudence, the American justice system and effective trial advocacy techniques. The course is ideal for students competing in high school mock trial programs. However, no prior mock trial or public speaking experience is necessary. All students will learn about persuasive oral presentation, thinking on their feet and legal analysis.

The course will cover basic concepts of law, courtroom demeanor, direct and cross examination, opening statements, closing arguments, courtroom exhibits, evidentiary trial objections and witness portrayal. The program will feature a visit to criminal felony trials in the Los Angeles Superior Court and a final mock trial competition. Students will work with Prof. Gonzalo Freixes, Associate Dean at the UCLA Anderson School and Faculty Advisor for the UCLA Mock Trial Program. They will also work extensively in small teams with college counselors who are competitors in the UCLA Mock Trial Program or who compete at other universities. The Mock Trial will be based on a criminal felony case.

**READINGS**

Chapters in the class textbook will be recommended, along with special articles and publications from the selected course materials.

**ASSIGNMENTS AND GRADING**

MGMT 88 is a 2-unit UCLA class and the grade that you receive will go on your college transcript. So please take the academic portion of this course very seriously. Course grades are based on the following:

Examination: 60%      Class Participation: 40%

Class Participation is based on trial preparation and contributions to the team. The examination will test knowledge in trial advocacy, evidence and law (all covered in class lectures). The exam will be held on TBD and is open-book, open-notes.

**LEARNING OBJECTIVES:** After taking the course, students will:

1. Acquire knowledge of the legal system in the United States.
2. Make effective and persuasive oral presentations
3. Understand the legal analysis process
4. Effectively work in a team setting  
Learn basic rules and techniques of trial advocacy (examination of witnesses, presentation of opening statements and closing arguments, effective witness portrayal, federal rules of evidence).

**PRE-CLASS SESSIONS** (Due by July 6)

Students should view five (5) short online videos and complete the online quiz by July 6.

**SESSION ONE** (July 6) – Review case materials

Dormitory check-in, program orientation and team meetings with counselors.

**SESSION TWO** (July 7) – Chapter 1, 3, 6 and 7 – optional reading

Session on Direct Examination and Cross-Examination techniques. First two team workshop to discuss mock trial case roles and strategy.

**SESSION THREE** (July 8) – Chapters 5, 8 and 9 – optional reading

Subjects include witness impeachment, expert witnesses, opening statements and closing arguments. Students continue to work with counselors on case roles and strategy. Evening will feature an excursion with your team and counselors to Westwood Village.

**SESSION FOUR** (July 9) – Chapters 10, 11 & 12 – optional reading

Sessions on evidentiary objections, the rules of evidence and introducing exhibits. Special evening session on witness preparation and testimony techniques. Students continue working with teams on mock trial preparation.

**SESSION FIVE** – (July 10) — No assigned chapters

Field trip to observe jury trials or preliminary hearings at the Criminal and Civil Courts of the Los Angeles Superior Court in downtown Los Angeles.

**SESSION SIX** – (July 11)

Course Examination and continued trial preparation for final mock trial competition.

**SESSION SEVEN** – (July 12) – *Parents, family and friends may attend.*

9:30 a.m.	Round 1 of final mock trial competition
1:30 p.m.	Round 2 of final mock trial competition
4:30 p.m.	Closing and Awards Ceremony

**2025 UCLA MOCK TRIAL INSTITUTE B – MGMT 88**  
**COURSE SYLLABUS (Summer 2025)**

**INSTRUCTOR**

GONZALO FREIXES, Adjunct Professor  
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The course will cover basic concepts of law, courtroom demeanor, direct and cross examination, opening statements, closing arguments, courtroom exhibits, evidentiary trial objections and witness portrayal. The program will feature a visit to criminal felony trials in the Los Angeles Superior Court and a final mock trial competition. Students will work with Prof. Gonzalo Freixes, Associate Dean at the UCLA Anderson School and Faculty Advisor for the UCLA Mock Trial Program. They will also work extensively in small teams with college counselors who are competitors in the UCLA Mock Trial Program or who compete at other universities. The Mock Trial will be based on a criminal felony trial.

**READINGS**

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**ASSIGNMENTS AND GRADING**

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Examination: 60%      Class Participation: 40%

Class Participation is based on trial preparation and contributions to the team. The examination will test knowledge in trial advocacy, evidence and law (all covered in class lectures). The exam will be held on July 18 and is open-book, open-notes.

**LEARNING OBJECTIVES:** After taking the course, students will:

1. Acquire knowledge of the legal system in the United States.
  2. Make effective and persuasive oral presentations
  3. Understand the legal analysis process
  4. Effectively work in a team setting
- Learn basic rules and techniques of trial advocacy (examination of witnesses, presentation of opening statements and closing arguments, effective witness portrayal, federal rules of evidence).

**PRE-CLASS SESSIONS** (Due by July 13)

Students should view five (5) short online videos and complete the online quiz by July 13.

**SESSION ONE** (July 13) – Review case materials

Dormitory check-in, program orientation and team meetings with counselors.

**SESSION TWO** (July 14) – Chapter 1, 3, 6 and 7 – optional reading

Session on Direct Examination and Cross-Examination techniques. First two team workshop to discuss mock trial case roles and strategy.

**SESSION THREE** (July 15) – Chapters 5, 8 and 9 – optional reading

Subjects include witness impeachment, expert witnesses, opening statements and closing arguments. Students continue to work with counselors on case roles and strategy. Evening will feature an excursion with your team and counselors to Westwood Village.

**SESSION FOUR** (July 16) – Chapters 10, 11 & 12 – optional reading

Sessions on evidentiary objections, the rules of evidence and introducing exhibits. Special evening session on witness preparation and testimony techniques. Students continue working with teams on mock trial preparation.

**SESSION FIVE** – (July 17) — No assigned chapters

Field trip to observe jury trials or preliminary hearings at the Criminal and Civil Courts of the Los Angeles Superior Court in downtown Los Angeles.

**SESSION SIX** – (July 18)

Course Examination and continued trial preparation for final mock trial competition.

**SESSION SEVEN** – (July 19) – *Parents, family and friends may attend.*

9:30 a.m.      Round 1 of final mock trial competition  
1:30 p.m.      Round 2 of final mock trial competition

SAMPLE SYLLABUS. Enrolled students will receive the finalized syllabus prior to the start of the institute.

4:30 p.m. Closing and Awards Ceremony

**2025 UCLA MOCK TRIAL INSTITUTE – MGMT 88**  
**COURSE SYLLABUS (Summer 2025 – virtual program)**

**INSTRUCTORS**

GONZALO FREIXES, Adjunct Professor  
[gonzalo.freixes@anderson.ucla.edu](mailto:gonzalo.freixes@anderson.ucla.edu) - Anderson G624

ELIZABETH SMILEY, *Attorney at Law and Head Coach – UCLA Mock Trial Program*  
[elizabeth.smiley@anderson.ucla.edu](mailto:elizabeth.smiley@anderson.ucla.edu) – Anderson G642

Gonzalo Freixes, a graduate of Loyola Law School, has been an Attorney at Law for 41 years and also holds a Master in Business Taxation (USC). He is an Adjunct Professor at UCLA Anderson School of Management and serves as Associate Dean of the Fully Employed and Executive MBA Programs. Elizabeth Smiley has been an attorney at law in California for six years and works as a litigation associate for Baron & Budd, P.C. She is the head coach of the UCLA Mock Trial Program and serves on the Board of Directors of the American Mock Trial Association.

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**PRE-CLASS WORK:** (August 3)

Five (5) pre-class videos will cover the course syllabus, the legal system, mock trial, direct examination and cross-examination. You should watch these videos and complete short online quizzes (to count towards class participation) by 3 p.m. on August 3. Videos and the quiz will be available on the BRUINLEARN course learning site.

**SESSION ONE** (August 3) - Review case materials

Introduction and orientation about the program and mock trial basics. Discussion of *Thornhill* case. Mock trial demonstration . Teams meet with their coaches.

**SESSION TWO** (August 4) – Chapter 1 & 3 - optional reading

Introduction to trial decorum. Session on direct examination techniques. First two team workshops to discuss mock trial case roles and strategy. Direct examination drafts submitted online on BruinLearn.

**SESSION THREE** (August 5) – Chapters 6, 7, 8 & 10 – optional reading

Subjects include cross-examination, witness impeachment, opening statements, and closing arguments. Students continue to work with counselors on case roles and strategy. Cross examination drafts submitted online on BruinLearn.

**SESSION FOUR** – (August 6) – Chapters 5, 11 & 12 – optional reading

Evidentiary objections and the rules of evidence. Students continue working with teams on mock trial preparation. Statement drafts submitted online on BruinLearn.

**SESSION FIVE** – (August 7) – Chapter 11 – optional reading

Special sessions on witness preparation and testimony techniques. Students continue working with teams in mock trial preparation. Guest speakers from the Los Angeles Superior Court to discuss effective trial techniques. Direct examination questions with witness answers submitted online on BruinLearn.

**SESSION SIX** – (August 8) – No assigned chapters

Course Examination and continued trial preparation for final mock trial competition.

**SESSION SEVEN** – (August 9) – *Parents, family and friends may attend.*

9:30 a.m. Round 1 of final mock trial competition  
1:30 p.m. Round 2 of final mock trial competition  
4:30 p.m. Closing and Awards Ceremony