



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

SHAREHOLDER/DIRECTOR – JURY RESEARCH

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Dr. Marinakis has 19 years of jury research, study, and applied practice in law and psychology. With homes in Los Angeles and Baltimore, Christina has assisted trial counsel during jury selection and with daily trial monitoring in venues across the country, helping clients obtain defense verdicts in notoriously difficult jurisdictions including New York, Baltimore, Miami, St. Louis, Oakland, 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, transportation, 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

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

## Professional Experience

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2019-            Shareholder  
                  Litigation Insights, Inc.  
                  Los Angeles, CA/Baltimore, MD

- 2016- Director – Jury Research  
Litigation Insights, Inc.  
Baltimore, MD
- 2015-2016 Senior Trial Consultant  
Litigation Insights, Inc.  
Los Angeles, CA
- 2011-2014 Trial Consultant  
Trial Partners, Inc.  
Beverly Hills, CA
- 2008-2010 Psychology Doctoral Intern  
Delaware Psychiatric Center – Mitchell Building  
Wilmington, DE
- 2007-2008 Judicial Extern for Hon. R. Barclay Surrick  
U.S. District Court – Eastern District of Pennsylvania  
Philadelphia, PA
- 2006-2007 Psychology Intern  
Ferris School – Delaware Juvenile Detention Center  
Wilmington, DE
- 2005-2006 Psychology Intern  
Rowan University Child & Family Assessment Clinic  
Glassboro, NJ

## Articles, Publications, and Presentations

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- Marinakis, C.M. (2021). The Art and Science of Jury Persuasion. *Presentation to Trial Advocacy Students at the University of Maryland School of Law.*
- Marinakis, C.M. (2021). Preparing Physicians and Health Care Providers for Deposition and Trial Testimony. *Webinar for Maryland Medicine Comprehensive Insurance Program.*
- Marinakis, C.M. (2021). Voir Dire: How to Get Jurors to Reveal Bias and Admit They Can't Be Fair. *CLE Webinar for the American Legal Connection.*
- Pounds, K. & Marinakis, C.M. (2021). Preparing Drivers and Corporate Designees for Deposition. *Webinar for Great West Casualty Company.*
- Hopper, H., McMahon, C., & Marinakis, C.M. (2021). [You're Cancelled: A Litigation Primer on Cancel Culture and Jury Bias.](#) *USLAW Magazine* (Spring), 14-15.
- Marinakis, C.M. (2021). [A Behind-the-Scenes Look at the Strategy and Psychology of Jury Selection.](#) *Insights*
- Marinakis, C.M., Bloomberg, A., Leibold, J., & Pitera, M.J. (2021). [20 Lessons Learned from Trials in the COVID Era – Part 2.](#) *Insights*
- Marinakis, C.M., Bloomberg, A., Leibold, J., & Pitera, M.J. (2021). [20 Lessons Learned from Trials in the COVID Era – Part 1.](#) *Insights*
- Marinakis, C.M., Tyson, R., & Cohn, Y. (2020). [The Wide Angle: Dynamics of Today's Nuclear Verdicts.](#) *U.S. Chamber Institute for Legal Reform Webinar*
- Marinakis, C.M. (2020). The Show Must Go On: Resuming Jury Trials Post-Pandemic. *CLE Webinar for Proskauer Rose LLP*
- Marinakis, C.M. (2020). [How Do You Save or Rehabilitate Jurors in Voir Dire?](#) *Insights.*

- Brown, A. & Marinakis, C.M. (2020). [The Show Must Go On: Resuming Jury Trials Post-Pandemic](#). *The National Law Journal*, July 21, 2020.
- Marinakis, C.M. (2020). [Pattern Voir Dire Questions](#). Costa Mesa, CA. *James Publishing*.
- Marinakis, C.M. (2020). Counteracting the Anchoring Effects of Plaintiffs' Damages Request. [Association of Southern California Defense Counsel's Verdict Magazine \(Vol. 1\)](#), 19-22
- Marinakis, C.M. (2020). [4 Tips for Defending Consolidated Cases](#). *Law360*, June 25, 2020.
- Marinakis, C.M. (2020). [How Did We Get Here? Causes of Nuclear Verdicts and What Defendants Can Do About Them](#). *American Defense Counsel Webinar*.
- Marinakis, C.M. (2020). [Jury Pools Post COVID-19: How to Preserve Your Best Jurors and Remove the Biased Ones](#). *Federal Bar Association Webinar*.
- Marinakis, C.M. & Metz, D. (2020). [Tips for Defending Consolidated Cases](#). *Insights*
- Marinakis, C.M. & Miller, C.F. (2020). Voir Dire Strategy. *CLE Webinar for Husch Blackwell LLP*
- Marinakis, C.M. (2020). [Voir Dire Tips for Preserving Defense-Friendly Jurors](#). *Law360*, May 14, 2020.
- Marinakis, C.M. (2020). [Defending the Reptile: Practical Advice for Overcoming Plaintiffs' Trial Tactics](#). *Litigation Insights Complimentary Webinar Series*.
- Marinakis, C.M. (2020). [Maximizing Cause Challenges: Getting Jurors to Reveal Bias and Admit They Can't Be Fair](#). *Litigation Insights Complimentary Webinar Series*.
- Marinakis, C.M. (2020). [Keep Your Client Out of the Courtroom During Voir Dire](#). *Law360*, March 9, 2020.
- Marinakis, C.M. (2020). [Counteracting the Anchoring Effects of Plaintiffs' Damages Request](#). *USLAW Magazine (Winter)*, 30-31.
- Marinakis, C.M. (2019). Maximizing Cause Challenges: Getting Jurors to Reveal Bias and Admit They Can't Be Fair. *CLE Presentation to Mercury Insurance*. Orlando, FL.
- Marinakis, C.M. (2019). How Credible Are Your Witnesses? *Presented at the National Interstate Fall Safety Workshop*. Dallas, TX.
- Marinakis, C.M. (2019). [The Reptile Brain Strategy: Why Lawyers Use it and How to Counter It](#). *Webinar for Celesq Attorneys Ed Center*.
- Marinakis, C.M. & Broome, S. (2019). [Pattern Voir Dire Questions \(Revised\)](#). Costa Mesa, CA. *James Publishing*.
- Marinakis, C.M., Leibold, J.M., & Glas, J. (2019). Making the Most Out of Mock Trials and Focus Groups. *Roundtable presented to the Summer Meeting of the Trial Network*, New York, NY.
- Marinakis, C.M. (2019). [How to Counteract the Anchoring Effects of a Plaintiff's Damages Request](#). *Insights*.
- Marinakis, C.M. (2019). [How to Counter Jury Reliance on Plaintiff's Damages Ask](#). *Law360*, August 12, 2019.
- Marinakis, C.M. (2019). Defending the Reptile Brain Strategy in Employment Litigation. *Presented at the Jackson Lewis Advanced Trial Techniques Academy*. New York, NY.
- Marinakis, C.M. (2019). Maximizing Cause Challenges: Getting Jurors to Reveal Bias and Admit They Can't Be Fair. *CLE Presentation to Mercury Insurance*. Orlando, FL.
- Marinakis, C.M. (2019). [Maximizing Cause Challenges: Getting Jurors to Reveal Bias and Admit They Can't Be Fair](#). *Webinar for Celesq Attorneys Ed Center*.
- Marinakis, C.M. (2019). [Identifying Jurors Who Are Susceptible to the Reptile Strategy](#). *Law360*, February 15, 2019.

- Hollinger, J., Campbell, D., & Marinakis, C.M. (2019). Mock Juries, Jury Consultant, and Voir Dire/Jury Selection. *CLE Presentation to McDermott Will & Emery LLC*. New York, NY.
- Marinakis, C.M., Rowland, C.K. & Chen, H.J. (2019). [Gender Bias in the Courtroom: Perception or Reality?](#) *American Bar Association Webinar*.
- Maggiore, W., Marinakis, C.M., Kent, R., Foggan, L.A., & Bell, B. (2019). The Opioid Crisis: Insurance Coverage Issues Arising from Claims Against Manufacturers and Distributors of Opioids. *Presented at the 27<sup>th</sup> Annual Insurance Coverage Litigation Midyear Conference*. Phoenix, AZ.
- Pitera, M.J. & Marinakis, C.M. (2019). [How to Choose the Right Witness Prep Consultant](#). *Insights*.
- Marinakis, C.M. & Brown, M.A. (2019). Judicial Hellhole: St. Louis. *Presented at the Missouri Bar Association Annual Meeting*, St. Louis, MO.
- Leibold, J.M., & Marinakis, C.M., (2018). [My Case Isn't Going to Trial, So Why Do I Need A Trial Consultant?](#) *Insights*.
- Marinakis, C.M. (2019). Maximizing Cause Challenges: Getting Jurors to Reveal Bias and Admit They Can't Be Fair. *CLE Presentation to Spencer Fane LLC*. Kansas City, MO.
- Marinakis, C.M. (2018). [The Opioid Epidemic: Who Will Jurors Hold Accountable?](#) *Law360*, July 20, 2018.
- 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*, March 29, 2018.
- Marinakis, C.M. (2018). Diversity in the Courtroom: The Winning Way. *Presented at the USLAW Fall Client Conference*, Montreal, Canada.
- Marinakis, C.M., Ortiz, S, Copeland, G. & Weiss, C. (2018). Jurors: How to Identify Friend or Foe. *Presented at the USLAW Fall Client Conference*, Montreal, Canada.
- Marinakis, C.M. (2018). [Voir Dire Questions: Where Do I Start?](#) *Insights*.
- Marinakis, C.M. (2018). How Credible is Your Witness? *Presented at the International Association of Assessing Officers 84<sup>th</sup> Annual International Conference on Assessment Administration*. Minneapolis, MN.
- Marinakis, C.M. (2018). [How to Deal with Bad Company Documents, Part II: Trial](#). *Insights*.
- Marinakis, C.M. & Wilinski, J. (2018). [Re-Examining the Reptile: Does Fear Drive Plaintiff Verdicts?](#) *USLAW Magazine* (Spring/Summer), 42-43.
- Marinakis, C.M. (2018). [How to Deal with Bad Company Documents: Part I: Voir Dire](#). *Insights*.
- Marinakis, C.M. (2018). Gender Bias in the Courtroom. *Presented at the National Association of Women Lawyers Mid-Year Conference*, Miami, FL.
- Piverger, B.M. & Marinakis, C.M. (2018). [How Jurors View Active Shooter Premises Liability](#). *Law360*, March 12, 2018.
- 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*, February 12, 2018.
- Marinakis, C.M., Leibold, J.M., & Pitera, M.J. (2018). [What Do Jury Consulting Services Cost When on a Budget?](#) *Insights*.

- Marinakis, C.M. (2018). [Diagnosing Juror Bias Against Foreign Witnesses](#). *Law360*, December 21, 2017.
- Marinakis, C.M. (2017). [Should an ESL Witness Testify Through an Interpreter?](#) *Insights*.
- Marinakis, C.M. (2017). Defending Any Exposure Causation. *Presented at the USLAW Fall Client Conference*, Carlsbad, CA.
- Marinakis, C.M. (2017). [Are Jurors Biased Against Foreign Witnesses?](#) *Insights*.
- *Appearance on Fox 9 News* (May 31, 2017). [Philando Castile Case: The 60 questions potential Yanez trial jurors must answer](#).
- Marinakis, C.M. (2017). [What Analogies Can I Use to Explain My Case to a Jury?](#) *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*, September 30, 2016.
- 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 35<sup>th</sup> 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). Diversity in the Courtroom: A Competitive Advantage. *Presented to in-house counsel for Honeywell International, Inc.*, Parsippany, NJ.
- 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). [What Are the Benefits of Having a Diverse Jury Panel?](#) *Insights*.
- Marinakis, C.M. (2015). [Key Issues in Lead Paint Litigation.](#) *Insights*.
- Marinakis, C.M. (2010). Cleaning the Evidentiary Closet: Removing Junk Science from the Courts. *Featured Presenter, Widener Graduate Student Research Symposium*, Chester, PA.

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## Professional Memberships and Certifications

- Member, American Society of Trial Consultants
- Pennsylvania Bar Admission - #310166
- American Bar Association
- ABA – Litigation section