

of having to choose either security or liberty, indeed I would suggest that we most defend our liberties by being free to pursue them without fear.”

- *Use caution.* Use exactly the same skills in answering hard interaction as you would in asking the question or raising a point. Think about where the line of inquiry could be going and make claims that cannot be characterized as something other than what they are. Where possible, avoid being drawn along by a series of questions. The questioner will want to demonstrate that a question itself draws the balance of the argument away from your position. Even if your answers are solid, such a line of investigation may raise doubts in the mind of the adjudicator. Finally, don't be afraid to pause for a second or so to think about how you could provide information that reinforces your case. It both looks better and is better than leaping straight in.

Timing of Hard Interaction

Timing is an important strategic component of both asking and responding to Points of Information and in CX. Remember, brevity is the key to hard interaction.

POINTS OF INFORMATION

Remember, these are not speeches; they're questions or very brief statements. As such, they should be no more than 10 seconds. If the person offering the point goes much over this, the speaker is at liberty to ask him to sit and carry on with her speech as though nothing had happened.

A response to a POI should take about 20 seconds and certainly no more than 30. Try to keep the total time given to POIs to no more than a minute of the speech and preferably less. A speaker should never take a second Point of Information immediately after answering one. She should always return to her speech for a while, otherwise the timing and structure of the speech will be lost (and quite probably her train of thought, not to mention that of the adjudicator).

CROSS-EXAMINATION

The principle of brevity also applies here. Several short questions will prove far more effective than one long one with several parts. Your objective in CX is to move your respondent through incremental stages to a position that you can use later in the debate. If you