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37TH ANNUAL CONVENTION

SECTION 13

**DIRECT
& CROSS**

SECTION 13 – DIRECT & CROSS

776 IN EMPLOYMENT CASES

By Martin I. Aarons

COURT DOCUMENTS

Submitted by Robert Morgenstern

776 IN EMPLOYMENT CASES

By Martin I. Aarons

Opening statements are over. “Judge: Plaintiff, you may call your first witness.” Who do you call? The plaintiff? The harasser/discriminator/bad guy? The human resource professional? The decision maker? And then after the first witness, who goes next? In what order? The answer in an employment case is that your first witness, and most of your first witnesses, will be called under *Evidence Code* § 776.

In fact, an employment trial can be “won” before the plaintiff ever takes the stand. It can even be “won” without having the plaintiff testify at all – or without worrying at all about what your client will or won’t say or how he/she will present.

This is because Plaintiff’s counsel gets to determine the order of the witnesses and how the story will be told. The story of what the defendant employer failed to do and what they could have done, or should have done, can be told through current and former employees of the Defendant employer. You can frame your case and have the jury leaning your way before your client takes the stand. This is best accomplished through the use of “adverse witnesses” called under *Evidence Code* § 776.

What is Evidence Code § 776?

Evidence Code § 776 allows an adverse party to call as a witness any “party to the action or a person identified with such a party” as though they were on cross examination. *Evidence Code* § 776(a). Plaintiff’s counsel can cross examine the defendant employer witnesses first.

Under 776, a person is “identified with a party” if they are a party or a “director, officer, superintendent, member, agent, employee, or managing agent of the party.” § 776(c)(2). This applies not just to current employees, but also former employees. The witness is “identified with the party” if they were an employee, agent, etc. “at the time of the act or omission giving rise to the cause of action” or if they were in one of those positions at the time they “obtained knowledge of the matter concerning which he is sought to be examined.”

There are really two types of 776 witnesses: unfavorable and favorable.

Favorable witnesses:

Many times you will have favorable testimony from a witness who was a former employee, agent, or director of a company. They too were fired or left the company and you’ve found them. Perhaps you had an investigator calling around to former employees asking about what they saw/heard, and you’ve stumbled across gold. Many times your client will have worked there for years and will have friends still employed at the company. There are other victims of harassment, discrimination, or retaliation that filed their own claims. Witnesses who have testimony that validates or confirms your client’s complaints and story of what happened.

For example, in a sexual harassment case they too may have been a victim of harassment by the same person. Others may have witnessed or complained about the harasser’s conduct. In a disability case, the person may have also been fired for needing an accommodation or after having taken a medical leave. In other situations, a witness may have overheard discriminatory or retaliatory comments by the decision maker as part of the reason for termination or other adverse employment action.

You can, and should, call this person under § 776. Though many company lawyers and some judges will see that this person is a favorable witness, the question to qualify under 776 is not who benefits from the testimony. Rather, the question is what was the relationship to the corporate employer defendant at the

time of the events. If the person was a former employee, agent, etc. then the law says you can call them as a 776 witness.

This is crucial because cross examination allows you to lead the witness. So, if the witness starts to waver in their testimony, or leaves out crucial facts, or has forgotten things, you can lead the witness and get the testimony out that way. When the witness has favorable things to say, this is an easy way to make sure all the good facts get out and are not forgotten.

Unfavorable witnesses:

By calling these witnesses under 776, it enables the plaintiff's counsel to attack the witnesses as though they were on cross examination. This lets you dictate the order the information comes out and to control all the "bad facts" and get them out first. It will help you gain credibility with the jurors by acknowledging your hurdles and being able to point out how they may not be such a big deal when looked at through the appropriate lens. You get to decide how this information is shared with the jury first. This is extremely powerful.

The human resource person/investigator. In most cases the plaintiff will have complained to human resources. Or, in a medical leave case/disability case, the human resource person made decisions about leaves, accommodations, or termination. By calling this witness under 776, you can lay out the whole case (or almost the whole case) and show where mistakes were made and how they should have done things differently. What "truths" can they agree to, and then point out how those "truths" were violated through documents, emails, and other testimony. Make them admit how all the harassing actions are harassment and violations of the company policy. Put all the key dates up on a timeline in front of the jury and move into evidence all the key pieces of evidence. Be the leader and person the jury looks to for information and make it so when you are done with your 776 cross, anything that comes out by defense counsel will have already been covered and in the manner in which is most favorable to your case.

The harasser. Call the harasser under 776 and have them deny all the horrible things they did. Confront them with all the stories from the plaintiff and others who witnessed or were victimized. Point out all the inconsistencies with their story and how unbelievable their position is. Make them admit how all the harassing actions are harassment and violations of the company policy.

The decision maker. Confront the decision maker on 776 with how they made a bad decision. How they were not given all the information. Force them to answer the question about how they would have made a different decision if they had been given all the information. How they treated your client differently than others.

Preparing your 776 examination

First, identify all the various categories of cross examination there may be for each witness. Many witnesses will have the same categories.

Then, read over the deposition of the witness(es), find other locations where the witness is referenced or discussed in any other depositions or statements, review witness statements or interviews given by the witness, search through any and all emails written/received by the witness. Once you've pulled all these nuggets, place each email/quote/key statement into one of the categories.

Out of all your categories, decide what 2 or 3 nuggets the jury needs to take away from the witness.

Organize all the categories of cross examination in the order you think should be presented to the jury. Always start off strong with a key point. Jurors get bored. Fast. Write out your outline of questions/areas of questions and then cut it in half. Try to cut it in half again. Try to eliminate whole categories or cut a category down in half or more.

Create a folder for each witness and put your examination and all exhibits and demonstratives you will use in that folder.

Listen to what the witness says.

Don't be married to a script. Adjust as needed based on how the witness testifies and what other witnesses have said.

When it comes to an effective 776 examination, like with all aspects of trial, preparation is key. And with your effective 776 in hand, you are on your way to a successful result in trial!

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9 [REDACTED]

10
11
12 SUPERIOR COURT OF THE STATE OF CALIFORNIA
13 COUNTY OF ORANGE – CENTRAL DISTRICT

14 [REDACTED]

15 Plaintiff,

16 v.

17 [REDACTED] and DOES 1 to
18 25, Inclusive

19 Defendants.

20 **Case No.** [REDACTED]

21 Complaint Filed: 5/24/18

22 Assigned to: Hon. Gregory H. Lewis, Dept. C-26

23 **DEFENDANT’S OPPOSITION TO
24 PLAINTIFF’S MOTION TO COMPEL
25 FURTHER RESPONSES TO DEMAND FOR
26 PRODUCTION OF DOCUMENTS, SET TWO**

27 *[Filed Concurrently with Defendant [REDACTED]
28 [REDACTED] Separate Statement of
Items in Dispute and Defendant’s Appendix of
Authorities Other Than California Cases in Support
of Defendant’s Opposition to Plaintiff’s Motion to
Compel]*

Date: June 17, 2019

Time: 10:30 a.m.

Dept: C26

Discovery Cut-Off: Per Code

Motion Cut-Off: Per Code

Trial Date: August 12, 2019

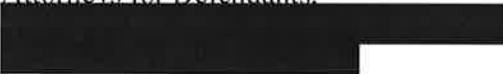
29 **TO THE COURT, ALL PARTIES, AND THEIR ATTORNEYS OF RECORD:**

30 Defendants [REDACTED], (hereinafter “Defendants”) hereby
31 respectfully submit the following Opposition to Plaintiff [REDACTED]’ motion
32 to compel Further Responses to Demand for Production of Documents, Set Two. Defendant
33 respectfully requests this Court deny plaintiff’s motion.

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Dated: June , 2019

MARANGA * MORGENSTERN

By: _____
ROBERT A. MORGENSTERN
ALEXIS T. MORGENSTERN
Attorneys for Defendants.


1 MEMORANDUM OF POINTS AND AUTHORITIES

2 I. INTRODUCTION

3 The one issue before the Court is whether surveillance footage and reports taken in this
4 personal injury case, at the direction of Defendants' counsel, should be produced in discovery.
5 Respectfully, the answer to this question is "no."

6 Surveillance footage is considered attorney work product and therefore is protected from
7 disclosure. Such surveillance materials are considered defense counsel's work product.
8 Indeed, in the present case, the surveillance materials were taken at counsel's direction and the
9 footage and reports reflect and contain counsel's "impressions, conclusions, opinions, or legal
10 research or theories." *Code of Civil Procedure* § 2018.030. There are abundant persuasive
11 case authorities that hold that surveillance footage is protected by the work product doctrine;
12 even the California case relied upon by Plaintiff and cited by Plaintiff supports Defendants'
13 position. See *Suezaki v. Superior Court* (1962) 58 Cal.2d 166.

14 It then becomes plaintiff's burden to demonstrate a special need to obtain the surveillance
15 footage and corresponding reports. Here, plaintiff's claim of special need is not compelling.
16 Essentially, plaintiff would like to review the surveillance footage *of herself engaging in*
17 *activities she knows she is capable of performing* so that she can avoid "surprise at trial" (i.e.,
18 avoid impeaching herself at trial by either embellishing her injuries or perjuring herself). How
19 plaintiff's own actions would cause her surprise is not explained. Notwithstanding the troubling
20 nature of plaintiff's reasoning, it by no means presents any need, special or otherwise, to invade
21 Defendants' work product. For the same reason, plaintiff has also failed to meet her burden to
22 demonstrate "good cause" for production of the surveillance material. *Code of Civil Procedure* §
23 2031.010 *et seq.*

24 Additionally, surveillance footage is not required to be disclosed prior to Plaintiff resting
25 at trial because it is impeachment evidence. Local Rule 317 of the Superior Court of California,
26 County of Orange, provides in pertinent part, the following: "**At the issue conference the**
27 **parties must exchange exhibits and inspect photos and diagrams (to be submitted on the**
28 **date of trial), excluding those contemplated to be used for impeachment or rebuttal.)**

1 results in an injustice.” “In *Hickman v. Taylor*, 329 U.S. 495, 510 (1947), the Court recognized a
2 qualified immunity from discovery for the ‘work product of the lawyer;’ such material could only
3 be discovered upon a substantial showing of ‘necessity or justification.’” *F.T.C. v. Grolier Inc.*,
4 462 U.S. 19, 24 (1983).

5 The question of what constitutes work product subject to the qualified immunity is left to
6 case law. Qualified work product under *Code of Civil Procedure* § 2018.010, *et seq.* includes
7 “material that is of a derivative or interpretive nature such as diagrams, charts, audit reports...and
8 findings, opinions, and reports of experts employed by an attorney to analyze evidentiary
9 material.” *Fellows v. Superior Court* (1980) 108 Cal.App.3d 55, 68. In short, the work of
10 counsel or of a consultant or expert retained by counsel to analyze evidentiary materials is
11 protected by the work product doctrine. *Id.* The protections of *Code of Civil Procedure* §
12 2018.030 extends to work product generated by an attorney’s investigators, researchers, and other
13 employees and agents. *Rodriguez v. McDonnell Douglas Corp.* (1978) 87 Cal.App.3d 626, 647-
14 648 (disapproved on other grounds). Moreover, the work product doctrine is not strictly limited
15 to protection of documents generated in anticipation of a lawsuit. It extends to documents
16 prepared by or at the behest of counsel acting even in a non-litigation capacity. *County of Los*
17 *Angeles v. Superior Court* (2000) 82 Cal.App.4th 819, 833 (“The protection afforded by the [work
18 product] privilege is not limited to writings created by a lawyer in anticipation of a lawsuit. It
19 applies as well to writings prepared by an attorney while acting in a non-litigation capacity.”)

20 There is a surprising scarcity of California authority on whether surveillance evidence
21 constitutes work product. However, a vast number of other jurisdictions that have addressed this
22 issue have overwhelmingly found that surveillance evidence is subject to a qualified work product
23 protection. As proclaimed by one court: “Numerous courts have held that surveillance films
24 constitute work product and are subject to qualified immunity.” *Fletcher v. Union Pacific R.R.*
25 *Co.*, 194 F.R.D. 666, 670 (S.D. Cal. 2000), citing *Forbes v. Hawaiian Tug and Barge Corp.*, 125
26 F.R.D. 505, 507-508 (D. Haw. 1989); *Ford v. CSX Transportation, Inc.*, 162 F.R.D. 108, 111
27 (E.D.N.C. 1995); *Fisher v. National Railroad Passenger Corp.*, 152 F.R.D. 145, 150-151 (S.D.
28 Ind. 1993). Surveillance materials enjoy this qualified protection as attorney work product

1 because such information is “gathered in anticipation of litigation by a party or the party’s
2 representative.” *Gibson v. Nat’l Railroad Passenger Corp.*, 170 F.R.D. 408 (E.D. Pa. 1997).

3 Likewise, the Court in *Smith v. Diamond Offshore Drilling, Inc.* 168 F.R.D. 582 (D. Tx.
4 1996) commented: “In a personal injury case, surveillance of the plaintiff can be a very important
5 aspect of the defendant’s case, if the surveillance tends to discredit the plaintiff’s description of
6 the extent and effect of his injuries. Obviously, surveillance evidence is gathered in anticipation
7 of litigation and thus is generally protected as work product.” *Smith*, at 586.

8 Certain Courts have even gone so far as to apply the work product privilege to
9 interrogatories seeking information as to the *existence* of surveillance materials. Indeed, the
10 Missouri Supreme Court held that the personal injury plaintiff was not entitled, on interrogatories,
11 to information whether defendant street car had engaged in surveillance. *State of Missouri Ex Rel*
12 *St. Louis Public Service Co. v. McMillian*, 351 S.W.2d 22 (Mo. 1961).

13 “Certainly plaintiff. . . knows all the material facts concerning her own
14 injuries, any existing disability, and her activities, at least the primary, if
15 not sole, function of any such photographs would be to impeach her
16 testimony...” *Id.* at 26.

15 In each of the cases cited above, the courts have elected to protect the defendant from
16 disclosure at any state of discovery. Indeed, some of the cases above protect a defendant from
17 disclosing even the *existence* of the surveillance. In the present case, and as admitted by plaintiff,
18 Defendants disclosed early on the existence of the surveillance and corresponding reports in their
19 response to the 13-series questions in the form interrogatories. (See Decl. of Morgenstern, ¶ 4,
20 Exhibit 1). However, Defendants maintain that the actual surveillance is protected, at the very
21 least, by the qualified work product privilege and the corresponding reports are protected by the
22 absolute privilege. The surveillance taken was a part of counsel’s own discovery plan, which
23 should be afforded work product protection and status. Further, the surveillance was conducted
24 specifically at the direction of defense counsel, with counsel’s guidance, at the expense of
25 Defendants, and the strategies and information used to capture the surveillance resulted from the
26 impressions, conclusions, opinions, or legal research or theories of defense counsel. The
27 corresponding *written* reports reflect counsel’s “Impressions, conclusions, opinions, or legal
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1 theories” and are therefore considered absolute work product.

2 Plaintiff’s Motion states it is difficult to fathom how videos of Plaintiff taken by a third
3 party investigator can constitute attorney-work product. (See Pltf’s Motion P. 6, L. 26-27).
4 Indeed, it is well established under California law that investigators hired by attorneys during the
5 course of litigation are agents of the attorney who share the same protections under the work-
6 product doctrine. “One of those realities is that attorneys must often rely on the assistance of
7 investigators and other agents in the compilation of materials in preparation for trial. It is
8 therefore necessary that the doctrine protect material prepared by agents for the attorney as well
9 as those prepared by the attorney himself.” *People v. Collie* (1981), 30 Cal.3d 43, 54, *See*
10 *Rodriquez v. McDonald Douglas* (1978), 87 Cal.App.3d 626, 647-48. Further, work product
11 necessarily “includes the results of [the attorney’s] own work, and the work of those employed by
12 him or for him by his clients, in investigating both the favorable and unfavorable aspects of the
13 case, the information assembled, and the legal theories and plan of strategy developed by the
14 attorney.” *BP Alaska Exploration, Inc. v. Superior Court*, (1988) 199 Cal.App.3d, 1240, 1253, fn.
15 4, quoting *McCoy, California Civil Discovery: Work Product of Attorneys* (1966), 18 Stan.L.Rev.
16 783, 797. If Defense counsel hired and retained an investigative service, it was in preparation for
17 trial. This work would have been at the behest and direction of defense counsel.

18 Plaintiff’s reliance on *Suezaki v. Superior Court* (1962) 58 Cal.2d 166 works against her
19 position for two reasons. First and foremost, it should be noted that the *Suezaki* ruling was issued
20 well before the implementation and operation of *Code of Civil Procedure* § 2018.030 (which
21 became operative in 2005). Second, and even more compelling, the court in *Suezaki* did not
22 specifically hold that surveillance materials are not considered work product. **Indeed, the court**
23 **acknowledged that such evidence is work product.** The court in *Suezaki* specifically held that
24 the surveillance materials are not protected by the *attorney-client privilege*. *Id.* at 176-177.
25 Defendants in the present case are not making this contention. With regard to the issue of work
26 product, and without the guidance offered by Section 2018.030, the *Suezaki* court stated,
27 “[Defendants] urge that undoubtedly the films were the result of the work product of the attorney,
28 which is correct, and contend that for that reason alone they are privileged as a matter of law,

1 which is incorrect.” *Id.* at 177. (Emphasis added). Nevertheless, the *Suezaki* court recognized
2 that ultimately, the decision to invade the work product doctrine rested in the discretion of the
3 trial court. The Court stated, “The trial court must consider all the relevant factors involved and
4 then determine whether, under all the circumstances, discovery would or would not be fair and
5 equitable.” *Id.* at 178. Significantly, the *Suezaki* court did not compel production of the
6 surveillance materials. This Court should afford the work product protections to the surveillance
7 conducted in the present case. Plaintiff has failed to articulate any special need for the disclosure.

8 A. **Plaintiff has utterly failed to meet her burden to demonstrate any special need**
9 **to obtain the surveillance materials**

10 Plaintiff has failed to meet her burden to show that the denial of the surveillance will
11 unfairly prejudice her in preparing her claim or will result in an injustice. *Code of Civil*
12 *Procedure* § 2018.030(b). As a result, plaintiff should not be permitted to invade Defendants’
13 work-product, and plaintiff’s motion should therefore be denied. When determining if a qualified
14 work product privilege should be invaded, the Court must weigh the policy considerations
15 advanced by recognition of a claimed privilege against unfair prejudice that will be caused to the
16 party opposing the privilege. *Lipton v. Superior Court* (1996) 48 Cal.App.4th 1599. Discovery of
17 qualified work product is *only* permitted if the need for discovery outweighs the principles
18 underlying the work product doctrine. *Nat’l Steel Products Co v. Superior Court* (1985) 164
19 Cal.App.3d 476, 490.

20 The work product privilege is so significant, that its policy is embedded into the Civil
21 Discovery Act. *Code of Civil Procedure* § 2018.020 states,

22 “It is the policy of the state to do both of the following:

- 23 (a) Preserve the rights of attorneys to prepare cases for trial with that degree of
24 privacy necessary to encourage them to prepare their cases thoroughly and to
25 investigate not only the favorable but the unfavorable aspects of those cases.
26 (b) Prevent attorneys from taking undue advantage of their adversary’s industry and
27 efforts.”

28 As one Court of Appeal bluntly stated, “Section 2018’s stated purpose and the underlying
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1 reasons for its creation emphasize the need to ‘limit[] discovery so that the stupid or lazy
2 practitioner may not take undue advantage of his adversary’s efforts...” *Dowden v. Superior*
3 *Court* (1999) 73 Cal.App.4th 126, 133 [citing *Pruitt, Lawyers’ Work Product* (1962) 37 State Bar
4 J. 228, 240-241].

5 Here, Plaintiff’s claimed special need is not compelling. At its core, plaintiff’s reason for
6 special need is to “prevent unfair surprise at trial.” (Pltf’s Motion P. 5, L. 1-2). How Plaintiff’s
7 own actions and behavior could possibly “surprise” her is not explained. The subject in the
8 requested footage is plaintiff herself. Plaintiff knows what actions she is capable of performing
9 and not performing. There is no possibility of surprise. Essentially, plaintiff wants the
10 surveillance footage in order to prevent impeaching herself at trial. There is a far simpler and less
11 intrusive method to achieve this goal – that is, to provide truthful testimony regarding her claims
12 for damages as a result of the subject incident. Plaintiff’s ability or inability to resist
13 impeachment lies entirely in her own hands. Defendants’ work product privilege should not be
14 invaded for such a reason.

15 Plaintiff is making serious allegations of damages and claims she suffered a substantial
16 amount of loss as a result of Defendants’ conduct. In light of her allegations, defense counsel has
17 been diligently evaluating them to properly assess the merits of Plaintiff’s claims. The
18 surveillance that was conducted and had its existence disclosed is a part of defense counsel’s
19 confidential discovery plan and directly a derivative of the work product in this case. Plaintiff’s
20 proffered claim for prejudice does not outweigh the principles of the work product privilege.
21 Plaintiff bears the burden of proving the nature and extent of her injuries. Plaintiff should not be
22 permitted to make use of Defendants’ privileged work product in order to meet her burden.
23 Plaintiff is already in possession of the most compelling form of evidence to support her claims
24 and allegations – her own truthful testimony regarding her experiences resulting from her claimed
25 injuries. The requested surveillance captured nothing that is not already within plaintiff’s
26 knowledge. Only Plaintiff has first-hand knowledge of activities she can and cannot perform.
27 Accordingly, there is no special need at this time to discover what activities Defendants have seen
28 her performing.

1 premature disclosure of impeachment evidence. Allowing Plaintiff to have access to these
2 materials prior to the time of impeachment at trial would obliterate the impeachment value by
3 allowing Plaintiff to tailor her testimony.

4 Moreover, Defendants may *not* even choose to utilize the impeachment evidence based on
5 what happens in Plaintiff's case in chief. Impeachment is codified as part of the California
6 Evidence Code for a purpose. Here, Plaintiff seeks to circumvent the law and have the court
7 force a premature disclosure that is simply unwarranted. Defendants have a right to put on a
8 defense with alternative theories of causation. If the court allows the discovery of impeachment
9 evidence, it could destroy the Defendants' right to put on a viable defense.

10 Plaintiff's argument that she will suffer "surprise" is precisely the point of impeachment.
11 If Plaintiff is dishonest in her direct testimony at trial, and she is impeached through a
12 surveillance video, this is only 'prejudicial' to Plaintiff in the sense that it would look bad for her
13 case.

14 Plaintiff's argument that Defendants might edit or manipulate the video is exactly why the
15 video is turned over, but at the close of Plaintiff's case-in-chief. At that point, Plaintiff can make
16 a determination as to whether they believe any video has been altered. The trial judge can also
17 have an opportunity to make the same determination. The trial judge can hold an *Evidence Code*
18 § 402 hearing on the issue. Any turning over of video at this point is premature.

19 **V. CONCLUSION**

20 Based on the foregoing, Defendants respectfully request this Court to deny Plaintiff's
21 motion to compel production of surveillance materials.

22 Dated: June , 2019

MARANGA * MORGENSTERN

24 By: _____

25 ROBERT A. MORGENSTERN
26 ALEXIS T. MORGENSTERN
27 Attorneys for Defendants.
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1 7. On April 10, 2019, during my telephone meet and confer with plaintiff's counsel, I
2 explained that I would check to see whether the incident report completed on the date of the
3 subject incident was still in existence.

4 I declare under penalty of perjury under the laws of the State of California that the foregoing
5 is true and correct. Executed this 3rd day of June 2019, at Woodland Hills, California.

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ALEXIS T. MORGENSTERN