

Effective Interviewing![®] for Lawyers



Raise the bar on your firm's hiring practices, and give your firm a competitive advantage with this essential three-hour seminar.

Your Attorneys Will Learn How to:

- Evaluate the candidate's past performance in behavioral terms, not just by credentials.
- Apply an easy-to-use Interview Funnel™ Model that reveals the candidate's core competencies.
- Interpret the "how and why" behind a candidate's experiences to predict compatibility with your firm's values and culture.
- Determine the millennial candidate's true motivation to join your firm.
- Sell the career opportunity at your firm to desirable candidates.
- Assess all candidates thoroughly and provide valuable feedback to your firm.
- Keep all interviews legal.

Participants Will Receive:

- A comprehensive reference guide.
- Pocket Pack™ review cards.
- CLE-approved certification.

Online Learning:

- The Online class provides a two-hour, interactive tutorial perfect for attorneys with demanding schedules.

Optional:

- Customized materials, including a competency based profile and interview evaluation form.

What Our Clients Say:

"I learned questioning techniques to get recruits to think on their feet, provide more candid answers and do more of the talking."

Partner, Wachtell, Lipton, Rosen & Katz – New York

"Overwhelmingly positive response to your interviewing techniques and evaluation form."

Director, King & Spalding – Atlanta

"As a result of this program, I expect to be a more effective interviewer by at least a factor of ten."

Partner, Ropes & Gray – Boston

"We learned how to identify the traits of our most successful partners, which has enabled us to select candidates with those traits who will thrive in our culture."

Director, Robins, Kaplan, Miller & Ciresi – Minneapolis

"The training was very helpful because it provided real world, workable advice and examples."

Hiring Chair, Weil, Gotshal & Manges – New York

We have more than 25 years of experience in helping law firm recruiting become more focused and strategic. We understand that the best use of talent begins with finding the right talent. That's why our methods have given over 95 of the country's top law firms a competitive advantage.

We provide solutions, not just seminars.



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