



Raise the bar on your firm's hiring practices to gain a competitive advantage.

Your Attorney's Will Learn 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.
- Sell the career opportunity at your firm to desirable candidates.
- Assess all candidates thoroughly and provide valuable feedback to your firm.
- Keep your interviews legal.

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

Participants Will Receive:

- Three hours of high impact training.
- A comprehensive reference guide.
- Pocket Pack™ review cards.
- CLE-approved certification.

Customized:

- Training materials can be further tailored with a custom competency-based job profile and interview evaluation form.

Online Learning:

- An optional e-learning course provides a two-hour, interactive tutorial perfect for attorneys who cannot attend a live session.

We have more than 29 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 100 of the country's top law firms a competitive advantage.



Interview EDGE™

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