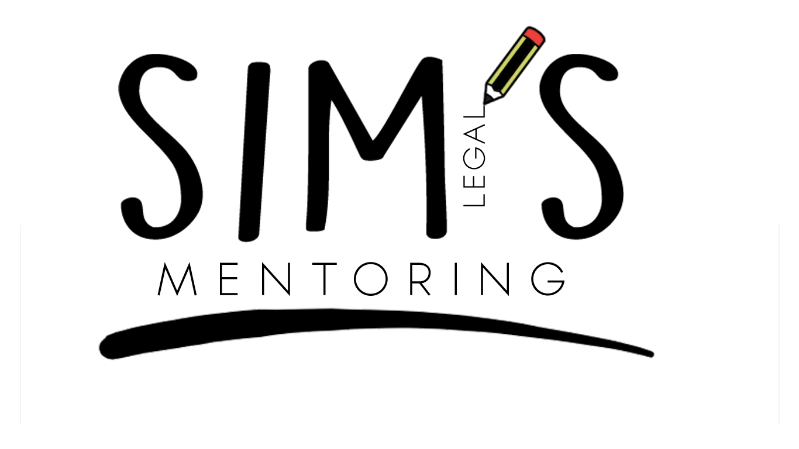
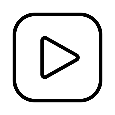


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| QUESTIONS TO ASK AT **NETWORKING EVENTS**  **OPEN DAYS**  **INSIGHT DAYS**  **THE END OF INTERVIEWS**  **LAW FAIRS** |



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| **CONTENTS**  Introductory Notes [Page 3](#_INTRODUCTORY_NOTES)  Common FAQS about General Networking [Page 5](#_COMMON_FAQS_ABOUT)  Question to Ask Graduate Recruitment [Page 6](#_Questions_to_ask)  Questions to Ask a Trainee Solicitor [Page 7](#_Questions_to_ask_1)  Questions to Ask an Associate / Partner [Page 8](#_Questions_to_ask_2) INTRODUCTORY NOTES The Importance of Research  Researching the firm hosting the networking event/open day beforehand is VITAL!  Your main objective at these events is to gain a personalized insight of the firm, which you cannot receive on sources like Chambers Student or the firms’ website.  So instead of asking questions like ‘how many offices do you have?’ (which is something you can find out on the website anyway), you can ask questions like ‘I’m aware you have [X] number of offices in the UK, are there any plans for expansion internationally?’  From the example above, you can portray yourself as a candidate who has put in the effort beforehand to understand the firm. Therefore, use the networking event/ opportunity to ask questions as a means of expanding your research further.  Note down Everything!  Firstly, make sure you bring your own notebook and pen to every event (sometimes the firm supplies them, but if not, at least you have something there).  If you hear something interesting but do not see other candidates writing anything – continue to write it down! It is so easy to forget things as the day goes on.  I usually jotted down notes on:   1. Names of the people I spoke to; 2. Questions I asked and the answers they provided; 3. What stood out for me / can be used in future applications; 4. What did not appeal to me following the conversation; and 5. Extra interesting pointers / information that I need to research more about   Know your Audience  Find out who you will most likely be communicating with at the event or interview.  This is because the questions you ask will differ between a member of Grad Recruitment and a Partner of a firm. For example, there is no point asking a member of Grad Recruitment what their thoughts are on a recent M&A deal the firm was involved in; this is not their area of expertise.  As a result, I have split this question bank into the three kinds of people you may meet at such events/interviews 🡪 Grad Recruitment, a Trainee, an Associate/ Partner.  \*Please also note these questions is not an exhaustive list – if there are any other questions you want to ask, which are not listed in this resource, ask them!\*  P.S. If you’re in an Interview and asked at the end ‘Do you have any questions you want to ask us?’ ALWAYS ASK A QUESTION! It shows engagement and genuine interest in the interviewers and the firm involved. COMMON FAQS ABOUT GENERAL NETWORKING How many networking events should I be aiming to attend?   * Before Covid-19 I would have said around 2/3 a month * However, now I’d say 1 or 2 a month is suitable * Note, networking is not only something aspiring solicitors get involved in – keep up this energy when you get your training contract too. (yes, I said ‘when’ because I am speaking it into existence 😊)   What do I do when I arrive?   * See if you can speak to the host of the networking event * If there is someone standing alone, approach them and start a conversation * You can also attend in groups or gravitate towards people you already know. However, networking is about expanding your network. So, step outside your comfort zone!   Is there a target number of people I should be aiming to talk to?   * Depends on the conversation and the event * You should not have a specific numerical target in my opinion – it is about the quality of the conversation, not the quantity   What subjects should I be talking about?   * Current affairs and news stories * Asking them questions (see below) about themselves and their journey * Yourself! * Latch on to what the recipient is interested in and perhaps find common ground   Can I talk about things other than Law?   * Short answer- yes! * (As long as the conversation is professional, engaging and relevant)   What do I do if I get stuck talking to someone really boring?   * Could make an excuse about going to the bathroom (lol) * Introduce them to another colleague or group * What I tend to do is say this: ‘I don’t wish to monopolise your time further, this has been a very engaging conversation’ Then look at the next FAQ below   How do I exit a conversation and follow up with them after the event?   * Get their email address or LinkedIn and send them a connection request * Can then send them an email/message after the event stating you enjoyed the conversation and wish to keep them as a connection * If you are part of a committee/society at University for example, could offer to invite them to speak at a seminar * Thank them for their time and conversation | | | | |
|  |  | Questions to ask Graduate Recruitment  1. What are common mistakes you spot on applications? 2. I am aware that the firm looks for [list skills and qualities the firm wants in their trainees – use your research here]. In your opinion, out of these qualities, what is the most important skill a trainee must display at this firm? Why? (can also ask this to a Trainee, Associate or Partner) 3. What makes an Individual or a Training Contract / Vac Scheme application stand out to you? 4. Of the many diversity and inclusion initiatives the firm is involved in [list a few from your research here], are you aware of any upcoming initiatives the firm is involved in? 5. In your opinion, what is the best thing about working for this firm? 6. Have you worked in Grad Recruitment at other firms? If so, what makes this recruitment process different to those at other firms? 7. If you were advertising the firm to prospective candidates, what is one thing you would really emphasize as a selling point of the firm? (can also ask this to a Trainee, Associate or Partner) 8. How does the firm make their opportunities accessible to everyone? 9. How would you recommend best preparing for the online tests/assessment centre/ interview at this firm?  Questions to ask a Trainee Solicitor  1. What made you apply to this firm? 2. Did you apply to other firms in the process or received other offers? If so, what made you pick this firm? 3. What is the best/worst thing about training at this firm? 4. What does your typical day consist of? 5. Could you please provide me an example of when you received extensive client contact? 6. How did you find the process of selecting your next seats? Were your choices considered? 7. Do you have any key application tips that would be helpful should I decide to apply to this firm? 8. What is the most rewarding thing you have been involved in whilst training here? 9. How much independence/supervision do you receive? 10. What work experiences did you have prior to getting a training contract? 11. Did you do a vacation scheme at this firm before receiving the training contract? If so, how did you find it? 12. How much interaction do you have with other trainees/teams/ offices?  Questions to ask an Associate or Partner  1. Could you please provide me an insight into your legal journey/ background? 2. Where do you see yourself in 5 or 10 years? 3. If you could go back in time to the same stage I’m in right now, what’s one bit of advice you would give to yourself and why? (this one was my personal favourite!) 4. How did you decide which practice area was right for you? 5. Which firm did you train at? How was it different to this firm you currently work at? 6. I am aware the firm did [insert measures in response to the death of George Floyd/ reaction to Covid-19 pandemic]. Were there any other measures carried out internally within the firm? 7. What is the best / worst thing about your job? 8. What advice / responsibilities would you give to a trainee solicitor in your team? 9. What does your typical day consist of? 10. What do you wish you knew about your role / practice area before you started? 11. What do you see as the major issues facing the legal sector today? How do you think the firm is mitigating these issues? 12. Who do you think are the firms’ main competitors? Why? 13. In your opinion, how does this firm remain competitive? 14. Where do you see this firm heading in the next 10/20 years? 15. You could also engage in conversation about a recent news story that concerns the same practice area as the Associate/Partner. For example, if they are an Insolvency Partner, you can ask them about the recent administration of Intu and their thoughts on the high-street retail crisis. |  |  |