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Cliff Ennico


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THE LEGAL JOB INTERVIEW

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JOB IN TODAY'S MARKET



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Cliff Ennico : The Legal Job Interview: Winning the Law-Related Job in Today's Market before purchasing it in order to gauge whether or not it would be worth my time, and all praised The Legal Job Interview: Winning the Law-Related Job in Today's Market:

0 of 0 people found the following review helpful. Great guide to legal interviews By Louis Steiner Someone recommended this book to me during my 1L year, and I am so glad they did. This book does a fantastic job of de-

mystifying the murky world of legal hiring. The book covers all of the conventional wisdom, and also includes some recommendations that are a bit unconventional but which I have found to work surprisingly well in practice. All of the advice is dispensed in a very easy-to-read manner, thanks to Ennico's great writing style and liberal use of humor. Overall, I'd rate this a must-read for anyone new to the world of legal interviews. 3 of 4 people found the following review helpful. Buy this book now! By Matthew Dubuque Do us both a favor. Buy this book now! This is a favor to you because I guarantee it will, at a minimum, materially improve your chances of getting that critical legal job you need in this difficult economic climate. Your purchase of this book is a favor for me because I know that if you purchase it, I have helped someone who is in a similar situation to where I was prior to my purchasing the book. And that's a good feeling. Prior to devouring this eminently readable book, I believed that the legal interview process was akin to a random one. In other words, my perspective as to whether I would get the offer and how I did in the interview seemed to have little relationship to whether I got the job. Sometimes I was sure I was a smash hit and no offer came. Other times I would berate myself after an interview and I would get a great offer. This book debunks the notion that the process is substantially random. It is not. It's just that most candidates are clueless. The author started his legal career in a very prestigious Wall Street law firm and has interviewed scores of candidates similarly situated to yourself. And his advice and conclusions are a stunning revelation that almost EVERYTHING you have been told about how to conduct yourself in a legal interview is false. Interviewing for a legal position is RADICALLY different than 95% of all other job interview contexts. For example, the author proves how the most important rule in a legal interview is to SAY AS LITTLE AS POSSIBLE! Keep your mouth shut! One key reason for this is that most lawyers who will interview you are NOT trained interviewers, so they instead bring an extremely risk averse approach to interviewing candidates. The primary goal of most attorneys interviewing you for a position is to NOT make a big mistake and recommend hiring someone who will not work out for the firm. Therefore they revert to choosing low-risk, bland candidates over polished "salesmen" who continually try to showcase their talents. The lawyer interviewing you is your ADVERSARY and will seize upon ANY slight mistake you might make during your incessant self-promotion to strike you from the pool. Your resume and your connections got you in the door. Let them speak for themselves. Never oversell yourself. Lawyers can smell a smarmy salesman a mile away and they generally reject them. It's MUCH easier to reject a candidate than to choose one. Simply discuss the facts and the options between you and the interviewer as if you were in court calmly discussing the facts of a legal case to see if you are a good fit with the firm. My review of this book unfortunately falls short in conveying what a life changing experience reading it was for me. Suffice it to say I now have the quiet, calm and deep confidence I need to ace most interviews. And in the process the author has managed to insert several hilarious anecdotes to illuminate his points succinctly. And when you're looking for a new job, it's great to laugh. Good luck in your search. 0 of 0 people found the following review helpful. Great Resource By 3L Student I found the book to be a great resource! Mr. Ennico gives some wonderful advice in his book - it is straight to the point and concise (a must-have skill for lawyers!). Having read some other books, I loved that this one gives a different point of view to the hiring process - it makes a lot of sense and explains very well what it is that potential employers are looking for. Although it is true that not all sections of the book may be relevant (e.g., as a 3L the chapter on negotiating your salary is not very relevant to me), I have found that you cannot rely on everything in such books anyway. They are meant to guide/help job-seekers; they are not a set of instructions that, if followed step-by-step, will give you a job. So keeping that in mind, I have found Mr. Ennico's book to be the most helpful guide out there, thanks to its straight-to-the-point approach and its honesty (I have often heard, from almost everyone, that candidates over-think the process and analyze every detail... and all other books take that approach... this one does not!). Finally, what makes this one stand out is that the author draws on his personal experiences! And there is nothing more helpful, in my mind, than hearing from someone that has gone through the process of legal hiring many times, that has seen rejection and offers (from different types of employers), and who candidly shares his experiences! If you are looking for a logical down-to-earth supplement to your job search, I highly recommend this book!

The all time best-selling guide to interviewing for a job as a lawyer, paralegal or other member of the legal profession. Chapters contain "real world" advice on finding job opportunities, preparing for the interview, and making the right impression every time you interview. Offers suggested answers to the most common legal interview questions, and advice for succeeding on the job once you are hired.

About the Author Cliff Ennico graduated magna cum laude from Dartmouth College, and received his Doctor of Jurisprudence from Vanderbilt University - School of Law, where he was Articles Editor of the Vanderbilt Law . During the 1980s, he worked on Wall Street, where he specialized in corporate finance, venture capital, and securities law. After a brief stint as in-house counsel for General Electric Capital Corp., he worked as a corporate lawyer for two Connecticut law firms before launching his own practice Fairfield, Connecticut. Since 1990, Cliff has produced a series of informational products on legal career management---including Legal Job Interview, The Business Lawyer's Handbook, and Your Legal Career---and has toured law schools around the country doing lectures and seminars. He is also the Editor-in-Chief of the New York State Bar Associations handbook on New York corporations, and edits the

Small Business Legal Forms series of treatises for the West Group.