

ADVANCED INTERVIEWER TRAINING FOR LAWYERS



Eva Wisnik
President

Eva Wisnik is the former Director of Recruitment and Training for Schulte Roth & Zabel and Cadwalader, Wickersham & Taft. After 10 years as a recruitment professional, Eva founded a training and placement firm for the legal community. Since starting her business in 1996, she has conducted more than 600 training programs for law firms nationwide, including 74 of the AmLaw 100 firms.

In this changing legal market, it is more important than ever to recruit the right legal talent. The need to “hire right,” will be critical as firms hire smaller classes. This program will provide your attorneys with the skills and firm-specific information necessary to ensure the best hiring decisions are made and a consistent and clear firm-selling message is articulated to all candidates. This is the time to invest in your Firm’s long-term recruiting reputation!

This Interviewer Training workshop will provide your attorneys with:

- ✓ A customized “Firm Profile” that defines characteristics, track record and professional values of attorneys who have the highest probability of succeeding at your Firm;
- ✓ Examples of behaviorally-based questions to determine if the candidate has the necessary predictors for success;
- ✓ Tips for preparing for the interview and using the time strategically;
- ✓ Strategies for surfacing key issues during the interview process to ensure good decision making;
- ✓ Technique for providing meaningful feedback on evaluation forms so that the best hiring decisions are made;
- ✓ Assessment tools for uncovering whether the applicant has the motivation and professional commitment to practice in your Firm and work with your clients;
- ✓ Key selling messages to communicate to top candidates who have numerous employment options, as well as the preparation to answer any difficult questions;
- ✓ Firm-specific information that will help them to see your Firm’s greatest strengths and actively engage in the recruiting process.

