

Track	Advisory and Advocacy	
Sub-track	Law Firm Practice	
TSC	Legal Interviewing	
TSC Description	Conduct an interview to obtain information about a matter to identify facts and legal issues	
TSC Proficiency Level	Intermediate	Advanced
TSC Proficiency Level Description	Draft questions and conduct an interview for a substantive matter	Lead and supervise an interviewing process for a complex matter
Knowledge	<ul style="list-style-type: none"> Techniques for establishing rapport (e.g., active listening techniques) Interviewing and questioning techniques Interview objectives (e.g., draft affidavits and take instructions) Relevant Law Society Practice Directions (e.g., Practice Direction 7.1.1) 	<ul style="list-style-type: none"> Advanced interviewing and questioning techniques (e.g., different ways of asking questions)
Abilities	<ul style="list-style-type: none"> Identify objectives to be achieved for an interview Draft appropriate questions or points of discussion to extract relevant information from an interviewee to achieve objectives Employ techniques appropriate to an interview type to establish rapport with an interviewee Conduct an interview to achieve objectives Assess progress of an interview and adjust interview style or questions where necessary to achieve objectives and / or pursue new lines of inquiry 	<ul style="list-style-type: none"> Employ techniques appropriate to an interview type to establish rapport with an interviewee in more complex situations (e.g., legal issues are convoluted and interviewees are hostile) Conduct or lead an interview for more complex matters to achieve interview objectives Discern if an interviewee has not fully disclosed all information needed for a matter and employ appropriate questioning techniques to extract information accordingly Anticipate and test possible new lines of inquiry during an interview to advance a matter (e.g., to build a case or resolve deadlock)
Job Roles	<ul style="list-style-type: none"> Associate (Corporate) Associate (Disputes) Senior Associate (Corporate) Senior Associate (Disputes) 	<ul style="list-style-type: none"> Senior Associate (Corporate) Senior Associate (Disputes) Partner (Corporate) Partner (Disputes)