

Track	Advisory and Advocacy	
TSC Category	Legal Advocacy & Advisory	
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	- 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)	Advanced interviewing and questioning techniques (e.g., different ways of asking questions)
Abilities	- Identify objectives to be achieved during 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	- 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 a deadlock)
Job Roles	- Associate (Corporate) - Associate (Disputes) - Senior Associate (Corporate) - Senior Associate (Disputes)	- Senior Associate (Corporate) - Senior Associate (Disputes) - Partner (Corporate) - Partner (Disputes)