

# ☆ Disclaimer:

This is a general guide intended to help you prepare and build confidence ahead of your legal interview. We do not know what will come up in your actual interview — but we wish you the very best of luck!

# SECTION 1: Understanding the Firm

# 1. What do you know about this law firm?

- Mention practice areas (e.g. real estate, banking, M&A)
- Highlight major clients or sectors they serve
- Note recent news, deals, or cases the firm has been involved in
- Mention any awards or reputation (e.g. Magic Circle, Legal 500)

# 2. Why do you want to join this firm over others?

- Align your interests with the firm's specialisms
- Mention their apprenticeship structure or training approach
- Comment on their culture, values, or commitment to D&I
- Give a specific example that made them stand out

# 3. What recent news involving this firm have you read?

- Choose a merger, client deal, or expansion
- Explain what the firm's role was and why it matters
- Link it to your interest in commercial law

# 4. Who are the firm's typical clients?

- FTSE 100 companies, banks, government bodies
- Show understanding of B2B services
- Link client types to sector specialisms

# 5. What is commercial awareness and why is it important?

- Understanding how businesses work and current issues they face
- Helps lawyers give realistic, valuable advice
- Builds trust and makes you a better legal adviser

# SECTION 2: Business & Economy

## 6. Tell me about a business story you've followed recently.

- Pick a story (e.g. AI, mergers, cost-of-living crisis)
- Explain what happened and the legal angle
- Say why it caught your attention

# 7. What challenges are UK businesses facing today?

- Inflation, energy prices, AI disruption, ESG pressure
- Briefly explain how each impacts clients and lawyers

## 8. How does inflation affect a commercial law firm's work?

- Clients may pause deals or need financial advice
- More insolvency or cost-related disputes
- Law firms may change how they price services

## 9. What's the impact of AI on the legal profession?

- Automates document review and legal research
- Raises ethical and privacy concerns
- Firms must balance efficiency and client trust

# 10. What is ESG, and why does it matter to law firms?

- ESG = Environmental, Social, Governance
- Clients need advice on green finance, diversity, and compliance
- Law firms are expected to meet ESG goals too

# 📜 SECTION 3: Legal Knowledge in Context

#### 11. What is due diligence in a business deal?

- A legal background check before completing a deal
- Reviews contracts, risks, liabilities
- Helps clients avoid surprises

# 12. What is regulation, and how does it affect businesses?

- Laws set by government or regulatory bodies
- Covers data, competition, finance, environment
- Lawyers help clients stay compliant

# 13. What is competition law and why is it important?

- Stops companies from fixing prices or forming monopolies
- Keeps markets fair and protects consumers
- Lawyers help with compliance or investigations

## 14. What are the key features of a contract?

- Offer, acceptance, consideration, legal intention
- Sets out duties and protects both parties
- Essential for commercial law

## 15. Why do businesses need lawyers?

- To structure deals safely
- Resolve disputes, stay compliant, protect IP
- Avoid legal risks and save money

# 🧠 SECTION 4: Legal Skills & Commercial Thinking

## 16. What skills does a commercial lawyer need?

- Attention to detail, communication, time management
- Understands client needs and business goals
- Clear written and spoken advice

# 17. Why is it important for lawyers to understand their client's business?

- Legal advice must work in real life
- Shows empathy and builds stronger relationships
- Helps solve problems before they happen

# 18. How would you explain a legal risk to a business client?

- Keep it simple, clear, and solutions-focused
- Show the impact and suggest what can be done
- Avoid unnecessary legal jargon

# **19.** Give an example of a legal issue businesses might face.

- A company leaking personal data (GDPR breach)
- Supplier breaking a contract
- A client misusing a trademark

#### 20. How do law firms make money?

- Charging for time (billable hours) or fixed-fee services
- Income depends on efficiency and client satisfaction
- Profit supports investment in tech, staff, and growth

# SECTION 5: Ethics & Judgment

## 21. What would you do if a client wanted to do something legal but unethical?

- Raise concerns, explain risks to reputation
- Suggest more responsible alternatives
- Know when to escalate or refuse

## 22. How should lawyers handle client confidentiality?

- Never disclose client information without permission
- Applies inside and outside work
- Key to building trust and legal privilege

## 23. Should law firms only focus on profit?

- Profit is necessary—but not everything
- Client service, ethics, and inclusion also matter
- Good reputation supports long-term success

## 24. What do you think of diversity in the legal profession?

- Brings different views and improves outcomes
- Reflects society and clients
- Still a challenge, especially at leadership level

# 25. Should lawyers get involved in politics?

- Depends on context—lawyers must stay neutral in client matters
- But they can campaign for justice, equality, or rule of law
- Avoid conflicts of interest

# **Q** SECTION 6: Personal Interest and Reflection

#### 26. How do you stay commercially aware?

- Read the BBC, Sky News, Financial Times
- Use podcasts (e.g. The News Agents, FT News Briefing)
- Try to connect the news to law

#### 27. Have you ever had to think commercially?

- In part-time work: dealing with customers, managing stock
- Selling products at school events or handling money
- Shows you think practically

#### 28. What business sector interests you and why?

• Tech: innovation and data law

- Fashion: branding, IP, fast-changing trends
- Energy: environmental law and international issues

#### 29. Tell me about a company you admire.

- Choose a business with strong branding or values
- E.g. Patagonia (sustainability), Apple (innovation), Gymshark (youth-led)
- Talk about what lawyers might help them with

## 30. Do you think law firms will still be needed in 20 years?

- Yes, but they will use more AI and remote tools
- Human lawyers still needed for judgment, negotiation, ethics

# **© SECTION 7: Application & Apprenticeship-Focused**

## 31. Why do you want to be a solicitor apprentice?

- Earn while you learn, qualify debt-free
- Get real experience from day one
- Work with professionals and develop early

## 32. What commercial strengths do you bring as a school leaver?

- Fresh perspective, digital fluency
- Used to adapting quickly and learning fast
- Can connect with people and ask questions

#### 33. What legal experience have you had?

- Mention virtual programmes, in-person work experience, networking
- Talk about what you learned about law and business

#### 34. What business-related experience have you had?

- Part-time retail, hospitality, tutoring—link to teamwork, communication
- Managed money, handled customers, solved problems

#### 35. How would you handle a client who disagrees with your advice?

- Stay calm and listen
- Explain the reasoning clearly
- Offer alternative approaches if possible

#### 36. Where do you see yourself in 5–7 years?

- Close to qualifying as a solicitor
- Building expertise in a chosen area
- Possibly mentoring new apprentices

# 37. How have you developed your commercial awareness so far?

- School projects, online resources, events
- Talked to professionals or followed business stories
- Applied knowledge in interviews or CVs

#### 38. What does success look like for a law firm?

- Strong client relationships
- Financially stable and profitable
- Positive workplace culture and impact on society

#### 39. What makes a good solicitor apprentice?

- Willingness to learn and adapt
- Able to manage time and juggle study/work
- Confident enough to ask questions

#### 40. How do you handle pressure?

- Prioritise tasks and plan ahead
- Take breaks and ask for help when needed
- Stay focused on the goal

#### 41. What's your understanding of the solicitor qualification route?

- 6-year apprenticeship  $\rightarrow$  SQE 1 & 2  $\rightarrow$  qualify as solicitor
- Mix of on-the-job training and law degree
- No need for university if you follow this route

## 42. How would you prepare for a client meeting?

- Research the client's business
- Review relevant documents
- Make a checklist of key issues or questions

#### 43. Why is teamwork important in a law firm?

- Complex work is shared across departments
- Encourages communication and avoids mistakes
- Clients expect joined-up service

#### 44. What do you think makes a client choose one law firm over another?

- Reputation, expertise, cost, and service
- Personal relationships and trust
- Specialisms or industry focus

#### 45. What does a commercial law firm do day-to-day?

- Draft contracts, advise clients, attend meetings
- Research legal issues, negotiate deals
- Stay updated on laws and market trends

#### 46. How does a law firm build client relationships?

- Regular communication and clear advice
- Delivering value and meeting deadlines
- Being proactive and understanding client needs

#### 47. What are the risks of poor legal advice?

- Financial loss, reputational damage
- Breaches of law or regulation
- Loss of trust or even lawsuits

#### 48. What are law firm values, and why do they matter?

- Guide behaviour and decision-making
- Clients and staff look for firms with strong ethics
- Helps maintain a consistent culture

#### 49. How do law firms compete with each other?

- Price, quality of service, reputation
- Niche expertise or global reach
- Client satisfaction and referrals

#### 50. What motivates you to work in law?

- Interest in solving problems
- Want to help people and understand the world better
- Law connects to business, politics, and everyday life

#### Well done for making it to the end!

Getting through this question bank shows real commitment — and that matters. Whether you're preparing for your first interview or building your confidence for the future, just remember: you *deserve* to be in the room.

Stay curious, keep learning, and believe in what you bring to the table. You've got this.

— The Aspiring Legal Network