



Career Corner

April 3, 2006

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OFFICE HOURS:

Monday – Thursday:

9:30 a.m. – 6:00 p.m.

Friday: 9:30 a.m. – 5 p.m.

The Career Corner is edited by
Maria Galarza

CAREER TIPS

Do You Have Good FORM?

by Sarah Tigerman

We know, you just *hate* networking and feel awkward going up to talk with strangers. Well, here are some simple techniques that can make it easier for you, and leave the other person feeling good about you and the conversation.

The basic strategy is to ask questions that get people talking. The best questions are open-ended, “feel good” questions. Open-ended questions can’t be answered with a simple yes or no, and feel good questions get people talking about themselves and things they enjoy. At the end of this kind of interaction, the other person will go away feeling very good about the conversation and with a positive association to you. You may not have said much, but they’ll think you’re a brilliant conversationalist!

One approach is to use the **F.O.R.M.** technique, which stands for Family, Occupation, Recreation and Message. These are topics people enjoy discussing, and don’t have to be touched on in any order.

Family - Most people love to talk about their family. For example, asking “Do you have family in the area?” is broad enough to get a single person talking about where they’re from, and a family person talking about their partner and/or children.

Occupation - As a student meeting lawyers and business people, you

would probably start with this topic. See the sample questions below. Discussing work is a good time to ask for a business card.

Recreation – people can be passionate about their recreational activities. Yes, with lawyers it’s often golf, but you never know until you ask. After a bit of conversation about work, it can be great to ask, “What do you enjoy doing when not working at [your firm]?”

Message – this is where you let them know about you and what you’re looking for. For example, “I’m a law student interested in civil litigation; and I’m hoping to work at a mid-size firm this summer.” It doesn’t matter if it’s not their field, you never know who they know!

Here are some “Feel Good” questions about Occupation – which is likely to be a focus of networking conversations during your Self-Directed Job Search. Please note that you would never ask all of these questions, just a few at most. You don’t want people to feel interrogated; you want them to feel that you’re interested in them and their work.

- How did you get started in your practice?
- What do you enjoy most about what you do?
- What separates your firm from others in the field?
- What advice would you give to someone just starting out?
- What significant changes have you seen in your practice?

- What do you see as the coming trends in the field?
- What's the strangest or funniest case you've worked on?

Remember, people like to talk about themselves and no one ends a conversation while they're doing the talking!

Unpaid. Full or part-time. Gain valuable Hill experience. Energetic, committed individuals with outstanding communication skills wanted. District connection a plus.
Years Required: 2L, 1L, 3L
Materials Requested: Cover letter and resume to Rebecca Adam at rebecca.adam@mail.house.gov. Rebecca Adam, Staff Assistant Office of Congresswoman Lynn Woolsey, 6th District of California 2263 Rayburn HOB 202-225-5161
Deadline: 5/19/2006

Fry's Electronics
 Corporate. Summer Intern. Full-time. Unpaid.
Years Required: 2L, 1L
More Info: Go to the Hastings Careers home page under Bay Area In-House Legal Department Opportunities.
Deadline: 4/30/2006

Attend various outside events in the legal community as a group.
Years Required: 2L, 1L, 3L
Apply Online at: HastingsCareers.com
Deadline: 4/23/2006

THIS WEEK'S EVENTS

Career Options in Family Law
 Monday, 4/3
 3:40 – 4:30 p.m.
 (Brown Bag in Room 312)

How to Get a Public Interest Fellowship
 Monday, 4/3; 3:40 – 4:30 p.m.
 (Panel in Room F)

How to Impress Your Summer Employer and Get a Permanent Offer
 Wednesday, 4/5
 3:40 p.m. – 4:30 p.m.
 (Panel in Room F)

Alumni Mentor Reception (Please RSVP)
 Wednesday, 4/5
 6 – 8 p.m.
 (Reception in the Skyroom)

Balancing Career and Family
 Friday, 4/7
 11:40 a.m. – 12:30 p.m.
 (Panel in Room C)

Alumni Mentor Orientation
 Friday, 4/7
 3:40 – 4:40 p.m.
 (Meet at Career Services)

Advanced Sign Up Required!
 (sign up on hastingscareers.com or in CSO)

Want to make an appointment with a career counselor? Call the CSO Front Desk at (415) 565-4619.

JOBS! JOBS! JOBS!

Everyday, the Career Services Office receives new listings.

Log onto:
HastingsCareers.com
 and check often for new postings.

Just a few highlights:

GRADUATING 3LS

Baker, Manock & Jensen Fresno. Associate. Variety of practice areas. Interesting and challenging assignments. Training program gives associates tools necessary to make them top-notch lawyers.
Years Required: 3L
Contact Info: BAKER, MANOCK & JENSEN, 5260 North Palm, Suite 421, Fresno, CA 93704. Telephone: 559-432-5400 Fax: 559-432-5620 wmw@bmj-law.com
Deadline: 5/23/2006

FALL EXTERNSHIP

United States Bankruptcy Court
 Part-time. Unpaid. Prepare Judge Tchaikovsky for routine hearings, conduct research and generate bench memoranda. Observe court proceedings. Knowledge of bankruptcy law is not a prereq.

SPRING POSITIONS

Liberty Mutual - Law Offices of Helen Santana Workers' Comp. Part-Time / Temporary. Perform legal research and assist in drafting and filing legal docs. Excellent writing skills wanted. \$20/hr.
Years Required: 2L, 1L, 3L
Apply Online at: https://sjobs.brassring.com/EN/asp/tg/cim_advsearch.asp?ref=327200613548
Deadline: 5/15/2006

SUMMER POSITIONS

Office of Congresswoman Lynn Woolsey Summer Internship.