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Rosie, posted in Advice. You might not recognise her name, but if you were legally woke in 2013 you have heard of Katherine Cousins. Author of ‘

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Successful Solicitor: get ahead of the game as a junior corporate lawyer , ' Katherine rose to fame five years ago when she spoke out against Trainees wearing red bras (amongst other fashion faux pas). This got swept up

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by the media, creating what
I'm going to term 'bra-
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and bill your hours. Great!

But so is every other
trainee and newly qualified
solicitor at your firm...

How can you stand out when
everyone else is as
intelligent and qualified as
you are? What do you do when

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you feel like you're getting things wrong, but have no idea how to get them 'right'? In 'Successful Solicitor', Katherine Cousins uses her experience of first surviving and then succeeding as a junior

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'Successful Solicitor' lies
with all the little day to
day choices and actions that
surround the provision of
legal advice to clients.
Whether you want to know
what to wear to look the

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part, how to handle your
wine at client dinners, or
ways to use intelligent
questions to make yourself
an indispensable part of the
team, the invaluable
guidance in 'Successful
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to take control of your
fledgling personal brand and
impress your new colleagues.

Does mum have to sell her
house? Can I give my house
to the children? My friend
can't manage at home, how do

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I help her choose a care home? What help can I get in the house? How do I get help from Social Services? My father has had a stroke and can't sign a cheque, how can I pay his home fees? My partner will get my savings

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when I die, won't he? These and many other questions are asked by older people and, as importantly, those close to them, whether family, friends or neighbours, when faced with making decisions for those in later life. In

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Preparing Ahead Junior Colin Ashley addresses many of the legal, financial and practical issues which often need to be faced as we, or those for whom we care, get older. The book emphasises the benefits of finding out well in

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advance what it is that we do not know and of taking simple steps which will eventually reduce the trauma often associated with advancing years.

The Secrets of Successful

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Copywriting focuses on basic principles in writing compelling copies for copywriters and provides informative insight on advertising. This field is, in every respect, uncompromising. The first

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and overriding principle of advertising is that it is all about selling and shifting product. The topics covered include an elaborate discussion on the job of a copywriter; agencies and their clients; fundamentals

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about creating an ad; and
copy philosophy. This book
also discusses the
importance of headline; copy
proper; setting a good
example; words, campaigns,
research, and things; and
radio and television. Final

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conclusions, and getting and
keeping a copywriting job
are also presented in this
book. This text also
provides a glossary of
advertising terms. This book
is essential for advertising

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students and those
individuals aiming a
copywriting career.

This collection of articles
and essays by Herbert

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Kritzer As A Junior
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Kritzer draws on his extensive research related to lawyers and legal practice conducted over the last 35 years. That research has applied existing theoretical frameworks and developed innovative ways of

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thinking about how to understand what it is that lawyers do. The chapters reflect the wide range of both qualitative and quantitative research methods he has employed, and draw on his work on the

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Civil Litigation Junior Research
Project, a massive study
funded by the U.S.

Department of Justice under
the Carter administration,
and continues through
subsequent studies of lawyer-
client relationships in

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Canada, As A Junior fee
legal practice, and
insurance defense practice.

This book is for scholars
and practitioners interested
in understanding the work of
lawyers in day-to-day
litigation-like settings—and

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those concerned about what the future might hold for the structure of the legal profession and the nature of legal practice. "Lawyers at Work is a masterful collection, by one of the leading and award winning

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bill, develop relationships with clients and opponents, manage scientific expertise, negotiate, and conduct their everyday work in a wide variety of case types. He explores and exposes the differences in both theories

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and data about the legal profession from virtually every major study there is on what lawyers actually do. If anyone wants to know about the real practices of lawyers in the past and present, and with important

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projections about the future, this is a must read. We can speculate about what lawyers really do, but Kritzer has the actual 'facts.'" – Carrie Menkel-Meadow, Chancellor's Professor of Law and

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research over 35 years
Kritzer has done more than
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of lawyers at work. This
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finds the whole in a
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Combination of quantitative and qualitative skills on which it rests. It is essential reading for anyone who wants to cut through the myths that pervade debates about policy and practice in civil justice.” – Robert

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as a twenty-first century solicitor is not dependent on your technical aptitude alone. Sorry. As well as the basic requirements of understanding and applying the law superbly, you are also now expected to master

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'soft skills' --
communicating
empathetically, acting
commercially, writing
carefully, presenting
brilliantly, networking
sensibly and building

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relationships

enthusiastically. These
skills might be called

'soft' by our industry, but
the reality is that they are
both incredibly hard and
vitally important --
especially as a junior

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