



# 21st Century Solicitor: How to Make a Real Impact as a Junior Commercial Lawyer

*Steve Weiner*

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This might be news: success 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 a whole suite of so-called 'soft skills' -- communicating empathetically, acting commercially, writing carefully, presenting brilliantly, networking sensibly and building 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 commercial lawyer keen to make a likeable, professional, commercial and lasting positive impression on those in control of your embryonic career.

Written by a lawyer with unique experience as a commercial practitioner, trainer and law-firm voyeur, this no-nonsense 'how to' guide is an honest, punchy and modern look at all the skills you don't get taught at law school, yet are absolutely critical to achieving success from day one of your life as a twenty-first century solicitor.

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