




MY VALUES



FRAMING THE DECISION

3 YEARS OF A CAREER?  
How Do I Get Into Law School?  
Which Law School Should I Attend?  
What is Law School Like?

LAWYERS

WHAT DO THEY DO?

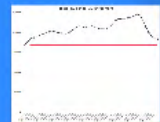
Solve Difficult and Intellectually Challenging Problems  
... For Other People

YOUR SKILLS AND EXPERIENCES



Should I Be A Lawyer?

[www.johnmoore.com/bo-a-lawyer](http://www.johnmoore.com/bo-a-lawyer)



SJ

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SP

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A LAWYER'S WORK LIFE



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REASONS  
TO GO TO LAW SCHOOL





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# FRAMING THE DECISION

3 YEARS or a CAREER?

How Do I Get Into Law School?

Which Law School Should I Attend?

What is Law School Like?

Most Important Question:

Should I Be A Lawyer?

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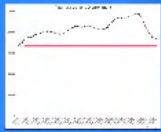


YOUR SKILLS AND EXPERIENCES



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# LAWYERS

## WHAT DO THEY DO?

*Solve Difficult and Intellectually Challenging Problems  
... For Other People*



# LAWYERS

## WHAT DO THEY DO?

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**Litigation**

A Contest of Narratives  
Resolved by Agreement or  
By a Third Party

**Transactional**

Helping Business Transactions  
Happen by  
Finding a Middle

**Expert  
Knowledge**

Applying Facts  
to Legal Rules  
to Make Decisions

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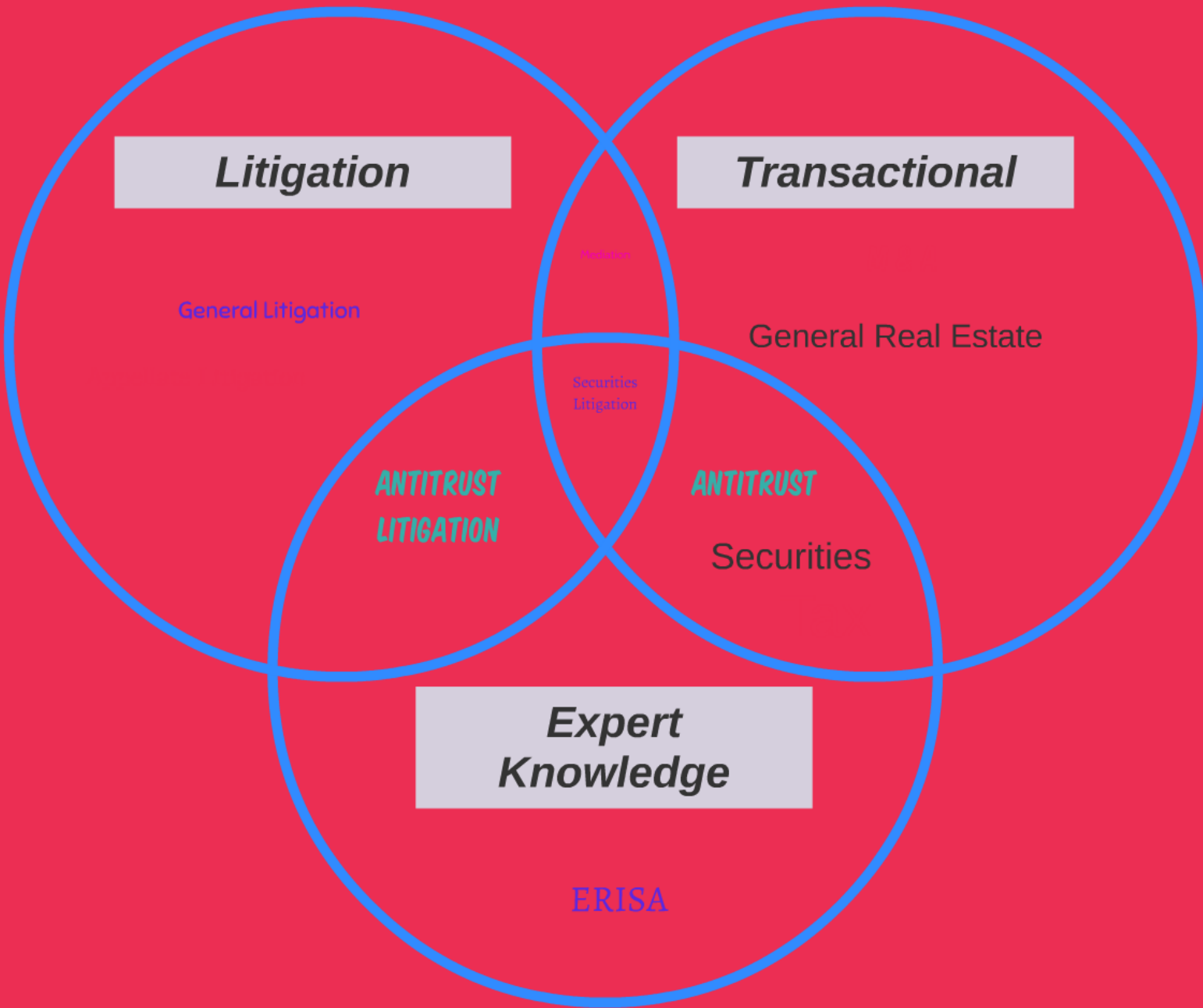
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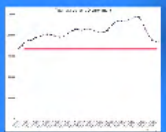
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SJ

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A LAWYER'S WORK LIFE



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# LAWYERS

## WHAT DO THEY DO?

*Solve Difficult and Intellectually Challenging Problems  
... For Other People*



## Things Lawyers Do:

Think  
Solve Problems  
Write  
Negotiate  
Counsel  
Research  
Respond to Others

## Things Lawyers Don't Do:

Create  
Build Businesses  
Deliver Tangibles  
Work In Teams  
Lead People

# Things Lawyers Do:

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- Create
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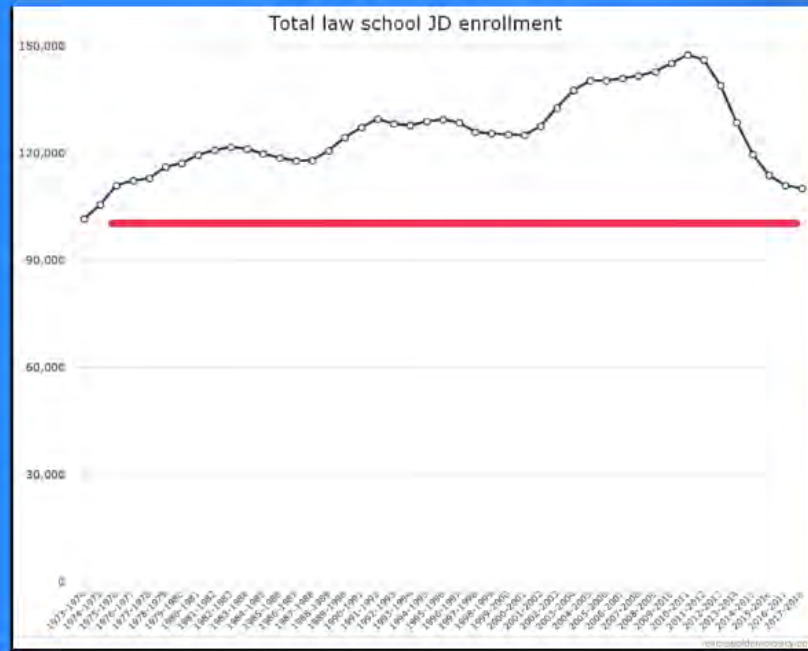
# LAWYERS

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# MY VALUES



## PRIORITIZING YOUR VALUES

For each of the statements below, circle the number in the statement that best represents your feelings and how it applies to you

**RESPONSE VALUES**

NEUTRAL	1	2	3	4	5	6	7	DOMINANT
---------	---	---	---	---	---	---	---	----------

- It is important that family and friends recognize and value my work. 1 2 3 4 5 6 7
- I want to be acknowledged and respected by others in my field. 1 2 3 4 5 6 7
- I want to work for firmly established, prestigious organizations. 1 2 3 4 5 6 7
- I want a job that is glamorous in the eyes of others. 1 2 3 4 5 6 7
- My title or rank is important to me. 1 2 3 4 5 6 7
- Achievements and the respect of others in my organization are important to me. 1 2 3 4 5 6 7
- Measuring my worth as an employee according to my salary. 1 2 3 4 5 6 7
- It is important that I be financially independent from my family. 1 2 3 4 5 6 7
- I want to get high an income as possible and will risk a career shift accordingly. 1 2 3 4 5 6 7
- Material things are important to me. 1 2 3 4 5 6 7
- I want to maintain a comfortable lifestyle. 1 2 3 4 5 6 7
- A comparison of salaries and benefits packages will determine which job offers I accept. 1 2 3 4 5 6 7
- I enjoy seeing concrete results from my efforts. 1 2 3 4 5 6 7
- I am most motivated when I am working toward external goals. 1 2 3 4 5 6 7
- It is important that my work lead to better opportunities. 1 2 3 4 5 6 7
- My work is most satisfying when I am able to develop new skills or acquire new knowledge as a result. 1 2 3 4 5 6 7
- When I do something, I want to do it well. 1 2 3 4 5 6 7
- I do not want to "waste my time." 1 2 3 4 5 6 7
- I always welcome changing activities and changing roles. 1 2 3 4 5 6 7
- I enjoy a variety of tasks rather than a single area of concentration. 1 2 3 4 5 6 7
- I can focus on more than one activity or task at a time. 1 2 3 4 5 6 7
- I dislike routine activities and tasks on a daily basis. 1 2 3 4 5 6 7
- I am not afraid of new places or people they intimidate me. 1 2 3 4 5 6 7
- I can keep the details of many projects in my head. 1 2 3 4 5 6 7
- I am proud of my ability to offer ideas in many situations. 1 2 3 4 5 6 7
- I like to come up with new solutions to old problems. 1 2 3 4 5 6 7
- I like to observe what others prefer to avoid. 1 2 3 4 5 6 7
- I like to try out original solutions rather than rely on conventional ones. 1 2 3 4 5 6 7
- I like to develop more efficient approaches to tasks. 1 2 3 4 5 6 7
- I feel constrained when told to use the "tried and true" method for solving a problem or completing a task. 1 2 3 4 5 6 7
- Easy work bores me. 1 2 3 4 5 6 7
- If a difficult problem arises, I have the urge to tackle it. 1 2 3 4 5 6 7
- Without challenging work, I feel frustrated and unfulfilled. 1 2 3 4 5 6 7
- I like working on assignments that require real learning and effort. 1 2 3 4 5 6 7
- I measure intellectual challenges to stimulate my thinking. 1 2 3 4 5 6 7
- I prefer to take on new, unexpected projects, rather than knowing each week what my work will entail. 1 2 3 4 5 6 7
- I am proud of my ability to offer ideas in many situations. 1 2 3 4 5 6 7
- I like to do things on my own, without a lot of orders or directions. 1 2 3 4 5 6 7
- I want the chance to use my capacity for independent thinking and actions. 1 2 3 4 5 6 7
- I like being responsible for a project from start to finish. 1 2 3 4 5 6 7
- My friends and family will respect my ability to support respect. 1 2 3 4 5 6 7
- I want the feeling that I can depend on myself entirely. 1 2 3 4 5 6 7

- Work involving direct service to others would be very satisfying to me. 1 2 3 4 5 6 7
- The societal and political consequences of what I do are important to me. 1 2 3 4 5 6 7
- I would like my work to ultimately enhance the welfare of others. 1 2 3 4 5 6 7
- I like to feel that I am useful and needed. 1 2 3 4 5 6 7
- Sensitivity to the needs of others will be an important part of my career. 1 2 3 4 5 6 7
- I want to use my energies and abilities to help make the world a better place. 1 2 3 4 5 6 7
- I like to serve as a leader in the groups to which I belong. 1 2 3 4 5 6 7
- I enjoy planning and organizing a program or activity. 1 2 3 4 5 6 7
- I like to direct or coordinate other people's work. 1 2 3 4 5 6 7
- It is rewarding to me to see things change as a result of my facts. 1 2 3 4 5 6 7
- I like approaching a job with a broad perspective. 1 2 3 4 5 6 7
- I am at my best when I can delegate authority and assign the detail work of a project to others. 1 2 3 4 5 6 7
- I would like to discover who I really am and where my talents lie through my work. 1 2 3 4 5 6 7
- I would like if I got involved in unexciting work that truly taps my abilities and interests. 1 2 3 4 5 6 7
- I believe much of my natural talent would be wasted if I did not find just the right job. 1 2 3 4 5 6 7
- Being able to express myself is very important to me. 1 2 3 4 5 6 7
- Open meaning and trying out my own ideas should be a regular part of my work. 1 2 3 4 5 6 7
- I am not reluctant to let anyone know how I feel. 1 2 3 4 5 6 7
- I want to work with people who share my personal and professional interests. 1 2 3 4 5 6 7
- I am at my best when collaborating with others on a task or project. 1 2 3 4 5 6 7
- Discussing ideas with others is very rewarding and productive for me. 1 2 3 4 5 6 7
- Interaction with interesting people would enrich my work life. 1 2 3 4 5 6 7
- Meeting many new people should be one of the rewards to my work. 1 2 3 4 5 6 7
- The isolation of working alone decreases me. 1 2 3 4 5 6 7
- I believe that all work lacks character. 1 2 3 4 5 6 7
- I could not consider myself a professional unless I had a strong sense of professional ethics. 1 2 3 4 5 6 7
- Work gives me a sense of purpose. 1 2 3 4 5 6 7
- I would never compromise my values for personal gain. 1 2 3 4 5 6 7
- I want to work for an institution that I respect. 1 2 3 4 5 6 7
- I care about the impact my work has on other people and the environment. 1 2 3 4 5 6 7
- I want to center my life and my work around interesting people and issues. 1 2 3 4 5 6 7
- I want to be absorbed in my work so that time goes quickly each day. 1 2 3 4 5 6 7
- I would enjoy talking about work-related projects, even when I am at home. 1 2 3 4 5 6 7
- I want to have access to trade journals or professional magazines that keep me up to date on new things in my field. 1 2 3 4 5 6 7
- I enjoy thinking about work-related projects, even when I am at home. 1 2 3 4 5 6 7
- I am at my best when I can throw myself into a project and become totally involved. 1 2 3 4 5 6 7

SCORING	QUESTIONS	TOTAL SCORE	RANKING ORDER	WORK VALUE
For each of the following groups of questions, find the sum total of the circled responses. Using the point totals, rank order your values and list them below. The highest scores reflect your top values. If two or more values have the same score, make a judgment as to which is more important to you.	Questions 1-6	_____	_____	Purpose
	Questions 7-12	_____	_____	Good Salary
	Questions 13-18	_____	_____	High Achievement
	Questions 19-24	_____	_____	Variety
	Questions 25-30	_____	_____	Creativity
	Questions 31-36	_____	_____	Mental Challenge
	Questions 37-42	_____	_____	Independence
	Questions 43-48	_____	_____	Service and Altruism
	Questions 49-54	_____	_____	Leadership
	Questions 55-60	_____	_____	Self-Expression
	Questions 61-66	_____	_____	Interpersonal Relations
	Questions 67-72	_____	_____	Commitment/Work Ethic
Questions 73-78	_____	_____	Integrity	

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- 68 I could not consider myself a professional unless I had a strong sense of professional ethics. 1 2 3 4 5 6 7
- 69 Work gives me a sense of purpose. 1 2 3 4 5 6 7
- 70 I would never compromise my values for personal gain. 1 2 3 4 5 6 7
- 71 I want to work for an institution that I respect. 1 2 3 4 5 6 7
- 72 I care about the impact my work has on other people and the environment. 1 2 3 4 5 6 7
- 73 I want to center my life and my work around interesting people and issues. 1 2 3 4 5 6 7
- 74 I want to be absorbed in my work so that time goes quickly each day. 1 2 3 4 5 6 7
- 75 I would enjoy talking about work-related projects, even when I am at home. 1 2 3 4 5 6 7
- 76 I want to have access to trade journals or professional magazines that keep me up to date on new things in my field. 1 2 3 4 5 6 7
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SOURCE: Choices and Challenges: Foundations for Career Planning, Third Edition, Indiana University, 1998



## PRIORITIZING YOUR VALUES

For each of the statements below, circle the number in the statement that best represents your feelings and how it applies to you.

**RESPONSE VALUES** NOT AT ALL 1 2 3 4 5 6 7 ABSOLUTELY

1	It is important that family and friends recognize and value my work.	1 2 3 4 5 6 7
2	I want to be acknowledged and respected by others in my field.	1 2 3 4 5 6 7
3	I want to work for family-associated, prestigious organizations.	1 2 3 4 5 6 7
4	I want a job that is glamorous in the eyes of others.	1 2 3 4 5 6 7
5	My title or rank is important to me.	1 2 3 4 5 6 7
6	Formalities and the respect of others in my organization are important to me.	1 2 3 4 5 6 7
7	I measure my worth as an employee according to my salary.	1 2 3 4 5 6 7
8	It is important that I be financially independent from my family.	1 2 3 4 5 6 7
9	I want as high an income as possible and will pick a career field accordingly.	1 2 3 4 5 6 7
10	Material things are important to me.	1 2 3 4 5 6 7
11	I want to maintain a comfortable lifestyle.	1 2 3 4 5 6 7
12	A comparison of salaries and benefits packages will determine which job offers I accept.	1 2 3 4 5 6 7
13	I enjoy seeing concrete results from my efforts.	1 2 3 4 5 6 7
14	I am most motivated when I am working toward blended goals.	1 2 3 4 5 6 7
15	It is important that my work lead to better opportunities.	1 2 3 4 5 6 7
16	My work is most satisfying when I am able to develop new skills or acquire new knowledge as a result.	1 2 3 4 5 6 7
17	When I do something I want to do it well.	1 2 3 4 5 6 7
18	I do not want to "waste my time."	1 2 3 4 5 6 7
19	I always welcome changing activities and changing roles.	1 2 3 4 5 6 7
20	I enjoy a variety of tasks rather than a single area of concentration.	1 2 3 4 5 6 7
21	I can focus on more than one activity or topic at a time.	1 2 3 4 5 6 7
22	I dislike routine activities and thrive on variety.	1 2 3 4 5 6 7
23	I am not afraid of new places or people; they energize me.	1 2 3 4 5 6 7
24	I can keep the details of many projects in my head.	1 2 3 4 5 6 7
25	I am proud of my ability to offer ideas in many situations.	1 2 3 4 5 6 7
26	I like to come up with new solutions to old problems.	1 2 3 4 5 6 7
27	I tackle problems that others prefer to avoid.	1 2 3 4 5 6 7
28	I like to try out original solutions rather than rely on conventional ones.	1 2 3 4 5 6 7
29	I like to develop more efficient approaches to tasks.	1 2 3 4 5 6 7
30	I feel constrained when told to use the "right and true" method for solving a problem or completing a task.	1 2 3 4 5 6 7
31	Easy work bores me.	1 2 3 4 5 6 7
32	If a difficult problem arises, I have the urge to tackle it.	1 2 3 4 5 6 7
33	Without challenging work, I feel frustrated and unfulfilled.	1 2 3 4 5 6 7
34	I like working on assignments that require real learning and effort.	1 2 3 4 5 6 7
35	I require intellectual challenges to stimulate my thinking.	1 2 3 4 5 6 7
36	I prefer to take on new, unexpected projects rather than knowing each week what my work will entail.	1 2 3 4 5 6 7
37	Team projects do not appeal to me. I would prefer my own success not depend on how well someone else does their job.	1 2 3 4 5 6 7
38	I like to do things on my own, without a lot of orders or directions.	1 2 3 4 5 6 7
39	I want the chance to use my capacity for independent thinking and action.	1 2 3 4 5 6 7
40	I like being responsible for a project from start to finish.	1 2 3 4 5 6 7
41	My friends and family will respect my ability to support myself.	1 2 3 4 5 6 7
42	I want the feeling that I can depend on myself entirely.	1 2 3 4 5 6 7

43	Work involving direct service to others would be very satisfying to me.	1 2 3 4 5 6 7
44	The societal and political consequences of what I do are important to me.	1 2 3 4 5 6 7
45	I would like my work to ultimately enhance the welfare of others.	1 2 3 4 5 6 7
46	I like to feel that I am useful and needed.	1 2 3 4 5 6 7
47	Sensitivity to the needs of others will be an important part of my career.	1 2 3 4 5 6 7
48	I want to use my energies and abilities to help make the world a better place.	1 2 3 4 5 6 7
49	I often evolve as a leader in the groups to which I belong.	1 2 3 4 5 6 7
50	I enjoy planning and organizing a program or activity.	1 2 3 4 5 6 7
51	I like to direct or coordinate other people's work.	1 2 3 4 5 6 7
52	It is rewarding to me to see things change as a result of my efforts.	1 2 3 4 5 6 7
53	I like approaching a job with a broad perspective.	1 2 3 4 5 6 7
54	I am at my best when I can delegate authority and assign the detail work of a project to others.	1 2 3 4 5 6 7
55	I would like to discover who I really am and where my talents lie through my work.	1 2 3 4 5 6 7
56	I would thrive if I got involved in unconfining work that truly taps my abilities and interests.	1 2 3 4 5 6 7
57	(Believe much of my natural talent would be wasted.) I did not find just the right job.	1 2 3 4 5 6 7
58	Being able to express myself is very important to me.	1 2 3 4 5 6 7
59	Experimenting and trying out my own ideas should be a regular part of my work.	1 2 3 4 5 6 7
60	I am not reluctant to let anyone know how I feel.	1 2 3 4 5 6 7
61	I want to work with people who share my personal and professional interests.	1 2 3 4 5 6 7
62	I am at my best when collaborating with others on a task or project.	1 2 3 4 5 6 7
63	Discussing ideas with others is very rewarding and productive for me.	1 2 3 4 5 6 7
64	Interaction with interesting people would enhance my work life.	1 2 3 4 5 6 7
65	Meeting many new people should be one of the rewards to my work.	1 2 3 4 5 6 7
66	The isolation of working alone depresses me.	1 2 3 4 5 6 7
67	I believe that work builds character.	1 2 3 4 5 6 7
68	I could not consider myself a professional unless I had a strong sense of professional ethics.	1 2 3 4 5 6 7
69	Work gives me a sense of purpose.	1 2 3 4 5 6 7
70	I would never compromise my values for personal gain.	1 2 3 4 5 6 7
71	I want to work for an institution that I respect.	1 2 3 4 5 6 7
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73	I want to center my life and my work around interesting people and issues.	1 2 3 4 5 6 7
74	I want to be absorbed in my work so that time goes quickly each day.	1 2 3 4 5 6 7
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	Questions 73-78	_____	_____	Interest

SOURCE: Choices and Challenges Foundation for Career Planning, Third Edition (Indiana University, 1986)

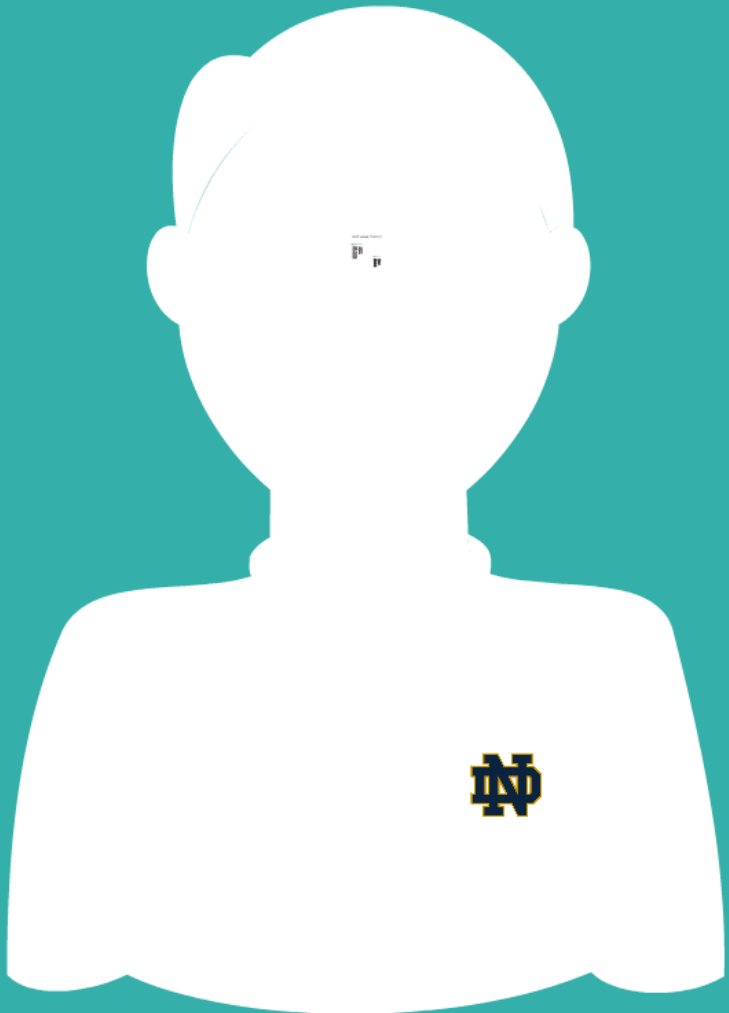


- 70 I would never compromise my values for personal gain. 1 2 3 4 5 6 7
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SOURCE: Choices and Challenges: Foundations for Career Planning, Third Edition, Indiana University, 1996

# MY VALUES



# Work Values Inventory

## WORK VALUES INVENTORY

This checklist presents common "satisfaction factors" that people receive from their jobs. Begin by marking the entire list, then rate each item using the scale that follows. Circle your top 5 work values.

1 2 3 4

- Help Society:** Contribute to the betterment of the world (like in Help Others: Help others directly either individually or in a group)
- Public Contact:** Have lots of daily contact with people
- Work with Others:** Have close working relationship with a group
- Affirmative:** Be recognized with an organization where status is important to me
- Friendship:** Develop close personal relationships with coworkers
- Competitive:** Try my skills against others where there are clear outcomes
- Make Decisions:** Have the power to set policy and determine a course of action
- Work Under Pressure:** Work where deadlines and high quality are demanded
- Power and Authority:** Control other people's work activities
- Influence People:** Be in a position to change people's attitudes and opinions
- Work Alone:** Do things by myself, without much contact with others
- Free Knowledge:** Seek knowledge, truth, and understanding
- Influential:** Be regarded by others as expert or a person of authority
- Artistic Creativity:** Do creative work in any of various art forms
- Discovery:** Create new ideas, programs, or anything else not previously developed
- Autonomy:** Have a job that involves autonomy or autonomy
- Supervision:** Guide other people in their work
- Change and Variety:** Have changing job duties or settings
- Precision Work:** Do work that allows little tolerance for error
- Stability:** Have a job where the same people and tasks are not likely to change

- Steady:** Be assured of having my job as a foreseeable financial reward
- Fast Paced:** Work quickly and keep up with a fast pace
- Recognition:** Be recognized for the quality of my work ability to do it
- Freedom:** Work free of the usual organizational structure
- Adventure:** Do work that requires me to take risks
- Profit:** Get a chance for success, money and gains
- Independence:** Work where one, determine my own work with little supervision
- Good Followed:** Work that contributes to a set of important social standards
- Location:** Find a place to live that matches my lifestyle and personality
- Community:** Live in a community that can get involved with community affairs
- Physical Challenge:** Have a physically demanding job that is rewarding

## WORK VALUES INVENTORY

This checklist presents common "satisfaction factors" that people receive from their jobs. Begin by marking the entire list, then rate each item using the scale that follows. Circle your top 5 work values.

1 2 3 4

- Help Society:** Contribute to the betterment of the world (like in Help Others: Help others directly either individually or in a group)
- Public Contact:** Have lots of daily contact with people
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- Affirmative:** Be recognized with an organization where status is important to me
- Friendship:** Develop close personal relationships with coworkers
- Competitive:** Try my skills against others where there are clear outcomes
- Make Decisions:** Have the power to set policy and determine a course of action
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## WORK VALUES INVENTORY

This checklist presents common "satisfaction factors" that people receive from their jobs. Begin by reading the entire list, then rate each item using the scale that follows. Circle your top 5 work values.

VERY IMPORTANT 1	IMPORTANT 2	NOT VERY IMPORTANT 3	NOT IMPORTANT 4
------------------	-------------	----------------------	-----------------

- Help Society: Contribute to the betterment of the world I live in.
- Help Others: Help others directly, either individually or in a group.
- Public Contact: Have lots of daily contact with people.
- Work with Others: Have close working relationship with a group.
- Affiliation: Be recognized with an organization where status is important to me.
- Friendship: Develop close personal relationships with coworkers.
- Competition: Pit my abilities against others where there are clear outcomes.
- Make Decisions: Have the power to set policy and determine a course of action.
- Work Under Pressure: Work where deadlines and high quality are demanded.
- Power and Authority: Control other people's work activities.
- Influence People: Be in a position to change people's attitudes and opinions.
- Work Alone: Do things by myself, without much contact with others.
- Knowledge: Seek knowledge, truth, and understanding.
- Intellectual Status: Be regarded by others as an expert or a person of intellect.
- Artistic/Creativity: Do creative work in any of several art forms.
- Creativity: Create new ideas, programs, or anything else not previously developed.
- Aesthetics: Have a job that involves sensitivity to beauty.
- Supervision: Guide other people in their work.
- Change and Variety: Have changing job duties or settings.
- Precision Work: Do work that allows little tolerance for error.
- Stability: Have job duties that are largely predictable and not likely to change.
- Security: Be assured of keeping my job and a reasonable financial reward.
- Fast Pace: Work quickly and keep up with a fast pace.
- Recognition: Be recognized for the quality of my work visibly or publicly.
- Excitement: Work that offers change and stimulation.
- Adventure: Do work that requires me to take risks.
- Profit, Gain: A chance to accumulate money and goods.
- Independence: Work on my own, determine my own work with little supervision.
- Moral Fulfillment: Work that contributes to a set of important moral standards.
- Location: Find a place to live that matches my lifestyle and personality.
- Community: Live in a town where I can get involved with community affairs.
- Physical Challenge: Have a physically demanding job that is rewarding.

## WORK VALUES INVENTORY

This checklist presents common "satisfaction factors" that people receive from their jobs. Begin by reading the entire list, then rate each item using the scale that follows. Circle your top 5 work values.

VERY IMPORTANT 1	IMPORTANT 2	NOT VERY IMPORTANT 3	NOT IMPORTANT 4
------------------	-------------	----------------------	-----------------

- |     |  |     |   |
|-----|--|-----|---|
| +/- | Help Society: Contribute to the betterment of the world I live in.                 | +   | Security: Be assured of keeping my job and a reasonable financial reward.       |
| +   | Help Others: Help others directly, either individually or in a group.              | +   | Fast Pace: Work quickly and keep up with a fast pace.                           |
| +/- | Public Contact: Have lots of daily contact with people.                            | +/- | Recognition: Be recognized for the quality of my work visibly or publicly.      |
| -   | Work with Others: Have close working relationship with a group.                    | +   | Excitement: Work that offers change and stimulation.                            |
| -   | Affiliation: Be recognized with an organization where status is important to me.   | -   | Adventure: Do work that requires me to take risks.                              |
| -   | Friendship: Develop close personal relationships with coworkers.                   | ++  | Profit, Gain: A chance to accumulate money and goods.                           |
| ++  | Competition: Pit my abilities against others where there are clear outcomes.       | +   | Independence: Work on my own, determine my own work with little supervision.    |
| +   | Make Decisions: Have the power to set policy and determine a course of action.     | +   | Moral Fulfillment: Work that contributes to a set of important moral standards. |
| ++  | Work Under Pressure: Work where deadlines and high quality are demanded.           | +   | Location: Find a place to live that matches my lifestyle and personality.       |
| -   | Power and Authority: Control other people's work activities.                       | +   | Community: Live in a town where I can get involved with community affairs.      |
| /-  | Influence People: Be in a position to change people's attitudes and opinions.      | --  | Physical Challenge: Have a physically demanding job that is rewarding.          |
| +/- | Work Alone: Do things by myself, without much contact with others.                 |     |   |
| -   | Knowledge: Seek knowledge, truth, and understanding.                               |     |   |
| +   | Intellectual Status: Be regarded by others as an expert or a person of intellect.  |     |   |
| --- | Artistic Creativity: Do creative work in any of several art forms.                 |     |   |
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| +   | Change and Variety: Have changing job duties or settings.                          |     |   |
| +   | Precision Work: Do work that allows little tolerance for error.                    |     |   |
| -   | Stability: Have job duties that are largely predictable and not likely to change.  |     |   |



# Work Values Inventory

## WORK VALUES INVENTORY

This checklist presents common "satisfaction factors" that people receive from their jobs. Begin by marking the entire list, then rate each item using the scale that follows. Circle your top 5 work values.

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- Precision Work:** Do work that allows little tolerance for error
- Stability:** Have a job where the same people and tasks are not likely to change

- Flexibility:** Be allowed of having my job as an unresolvable financial reward
- Fast Paced:** Work quickly and keep up with a fast pace
- Recognition:** Be recognized for the quality of my work ability to do it
- Freedom:** Work free of the usual organizational structure
- Adventure:** Do work that requires me to take risks
- Profit:** Get a chance for success, money and gains
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- Good Followed:** Work that contributes to a set of important social standards
- Location:** Find a place to live that matches my lifestyle and personality
- Community:** Live in a community that can get involved with community affairs
- Physical Challenge:** Have a physically demanding job that is rewarding
- Steady:** Do work that is easy to learn and is a steady reward
- Fast Pace:** Work quickly and keep up with a fast pace
- Recognition:** Be recognized for the quality of my work ability to do it
- Freedom:** Work free of the usual organizational structure
- Adventure:** Do work that requires me to take risks
- Profit:** Get a chance for success, money and gains
- Independence:** Work where one, determine my own work with little supervision
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# MY VALUES







MY VALUES

FRAMING THE DECISION

3 YEARS OR A CAREER?

How Do I Get Into Law School?

Which Law School Should I Attend?

What is Law School Like?

LAWYERS

WHAT DO THEY DO?

Solve Difficult and Inherently Challenging Problems  
For Other People

YOUR SKILLS AND EXPERIENCES

Should I Be A Lawyer?

[www.jobnemo.com/bec-a-lawyer](http://www.jobnemo.com/bec-a-lawyer)

SJ

SP

A LAWYER'S WORK LIFE

? REASONS

TO GO TO LAW SCHOOL

NT

NF







# SKILLS ASSESSMENT: INVENTORY

Assess your skill level for each item in the categories below. Put a check by skills you have and circle the skills that are your strongest.

## CRITICAL THINKING/PROBLEM SOLVING

- Handle ambiguity
- Adapt to new ideas
- Analyze ideas
- Create
- Demonstrate foresight
- Develop new approaches
- Experiment
- Extrapolate to other situations
- Identify trends
- Imagine possibilities
- Interpret information
- Investigate
- Conduct research
- Learn by doing
- Learn by listening
- Learn by processing in the moment
- Learn by reading
- Reason logically
- Observe
- Retain facts and details
- Summarize and synthesize information

## DIGITAL TECHNOLOGY/SCIENTIFIC

- Accounting
- Adapt to new and emerging technologies
- Maintain a budget
- Code
- Visualize and communicate data
- Estimate
- Engage in financial planning
- Forecast
- Identify trends
- Leverage technology ethically
- Compute mathematically
- Utilize scientific methodology
- Perform specific lab skills/techniques
- Utilize specific software programs
- Analyze systems
- Use databases and/or spreadsheets
- Use statistical methods
- Use statistics

## LEADERSHIP/INNOVATIVE

- Accept responsibility
- Adapt to new situations
- Advise
- Build teams
- Create learning opportunities
- Delegate
- Demonstrate integrity and values
- Identify direction
- Identify problems and solutions
- Manage meetings
- Manage organization
- Manage self
- Monitor progress
- Motivate
- Set priorities
- Set work/committee goals
- Work well independently
- Work without supervision

## VERBAL/WRITTEN COMMUNICATION

- Proficient at business analysis
- Communicate clearly verbally
- Communicate clearly in writing
- Speak to new people easily
- Communicate creatively
- Define
- Proficient at editing/restatement
- Write in an expository manner
- Facilitate meetings/groups
- Persuade others
- Sell/promote ideas
- Summarize information
- Perform technical writing

## ETHICAL CONDUCT/PROFESSIONALISM

- Accept responsibility for behavior and actions
- Anticipate problems
- Assure quality
- Demonstrate values
- Evaluate
- Execute projects
- Follow through
- Function well under stress
- Honest
- Possess integrity
- Manage time well
- Plan effectively
- Punctual
- Respond appropriately
- Follow a schedule
- Set goals and priorities

## ARTISTIC SKILLS

- Create/shape
- Design with materials
- Design with music
- Design visually
- Imagine
- Improvise
- Interrelate materials/themes
- Notice beauty/aesthetics
- Perform
- Proficient at visual imaging

## DIVERSE/INTERCULTURAL FLUENCY

- Understand cultural identity
- Demonstrate openness, sensitivity, and inclusiveness with all people
- Display empathy
- Possess knowledge of other cultures
- Learn from diverse cultures, races, ages, genders, sexual orientations, religions
- Understand individuals' differences
- Value and respect diverse cultures, races, ages, genders, sexual orientations, religions
- Examine one's beliefs

## TEAMWORK

- Build alliances/teams
- Collaborate
- Communicate well
- Manage conflict
- Encourage others
- Facilitate group process
- Form good rapport
- Handle problems/complaints
- Help others
- Listen well
- Mediate
- Provide instruction/input
- Provide services
- Relate well to others
- Reliable
- Respectable
- Service-oriented
- Sympathetic

## PHYSICAL AND HANDS-ON SKILLS

- Agile/quick
- Athleticsm
- Cook
- Coordination
- Construct
- Design
- Draft
- Garden
- Handle objects
- Install materials
- Operate tools/machines
- Possess outdoor skills
- Produce
- Repair/restore
- Possess stamina/endurance
- Possess physical strength

# SKILLS ASSESSMENT: INVENTORY

Assess your skill level for each item in the categories below. Put a check by skills you have and circle the skills that are your strongest.

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- Perform specific lab skills/techniques
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- Analyze systems
- Use databases and/or spreadsheets
- Use statistical methods
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## LEADERSHIP/TEAMWORK/INDIVIDUAL

- Accept responsibility
- Adapt to new situations
- Advise
- Build teams
- Create learning opportunities
- Delegate
- Demonstrate integrity and values
- Identify direction
- Identify problems and solutions
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- Manage organization
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## PERSONAL

- Build alliances/teams
- Collaborate
- Communicate well
- Manage conflict
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- Form good rapport
- Handle problems/complaints
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- Possess physical strength

# YOUR SKILLS AND EXPERIENCES

**SKILLS ASSESSMENT: INVENTORY**

Answer each item based on how well you have the skill. Use the key to determine the skill that you possess.

SKILL	DESCRIPTION	KEY	SKILL	DESCRIPTION	KEY	SKILL	DESCRIPTION	KEY
1	...working in a team	1-5	11	...organizing	1-5	21	...writing	1-5
2	...managing a team	1-5	12	...planning	1-5	22	...reading	1-5
3	...leading a team	1-5	13	...evaluating	1-5	23	...listening	1-5
4	...motivating a team	1-5	14	...analyzing	1-5	24	...speaking	1-5
5	...delegating	1-5	15	...synthesizing	1-5	25	...negotiating	1-5
6	...coordinating	1-5	16	...problem-solving	1-5	26	...collaborating	1-5
7	...communicating	1-5	17	...decision-making	1-5	27	...networking	1-5
8	...interacting	1-5	18	...creativity	1-5	28	...teamwork	1-5
9	...working with others	1-5	19	...innovation	1-5	29	...leadership	1-5
10	...collaborating	1-5	20	...critical thinking	1-5	30	...communication	1-5

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# Should I Be A Lawyer?

[www.johnmoore.com/be-a-lawyer](http://www.johnmoore.com/be-a-lawyer)



SJ

SP

NT

NF



# **Vancouver Film School**

**PRESENTS**



## Lawyers

NT: 41.2%

NF: 14.7%

SP: 8.1%

SJ: 35.0%

## General Population

NT: 10.4%

NF: 16.5%

SP: 27.0%

SJ: 46.4%

## NDLS Class of 2022

NT: 37%

NF: 44%

SP: 2%

SJ: 17%

SJ

SP


NT

NF





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LAWYERS

WHAT DO THEY DO?

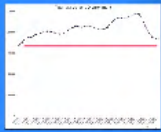
Solve Difficult and Inherently Challenging Problems  
For Other People

YOUR SKILLS AND EXPERIENCES



Should I Be A Lawyer?

[www.job-hunt.com/bee-a-lawyer](http://www.job-hunt.com/bee-a-lawyer)



SJ

SP



A LAWYER'S WORK LIFE



NT

NF

? REASONS

TO GO TO LAW SCHOOL







# A LAWYER'S WORK LIFE

## Work Settings



## LEVEL OF EFFORT

*The Billable Hour*



Source: U.S. Department of Justice, Bureau of Economic Analysis, 2010

## Compensation

### Bi-Modal Salary



### Starting Salaries



Source: U.S. Department of Justice, Bureau of Economic Analysis, 2010

# Work Settings

**PRIVATE  
PRACTICE**

75% of All Lawyers

**CORPORATE  
LEGAL  
DEPARTMENT**

**GOVERNMENT**

8% of All Lawyers

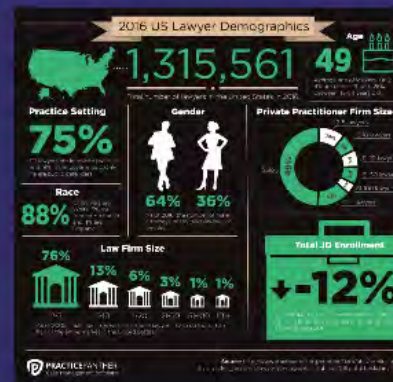
**NGO'S**

# PRIVATE PRACTICE

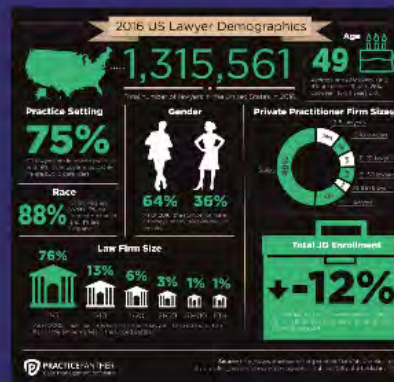
75% of All Lawyers



# 75% of All Lawyers



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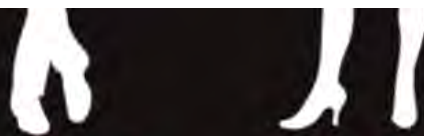


1% are public defenders.

## Race

**88%**

Of lawyers are White, 5% are African-American, and 4% are Hispanic.



**64%**

**36%**

As of 2016, the number of male attorneys nearly doubles that of females.

## Law Firm Size

**76%**



2-5

**13%**



6-10

**6%**



11-20

**3%**



21-50

**1%**



51-100

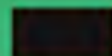
**1%**



101+

As of 2005, small law firms with less than 5 lawyers make up more than half of the entire market in the United States.

## Total



As of 2014, the t  
This is a 12 perce  
students since 2



**PRACTICEPANTHER**  
Case management software

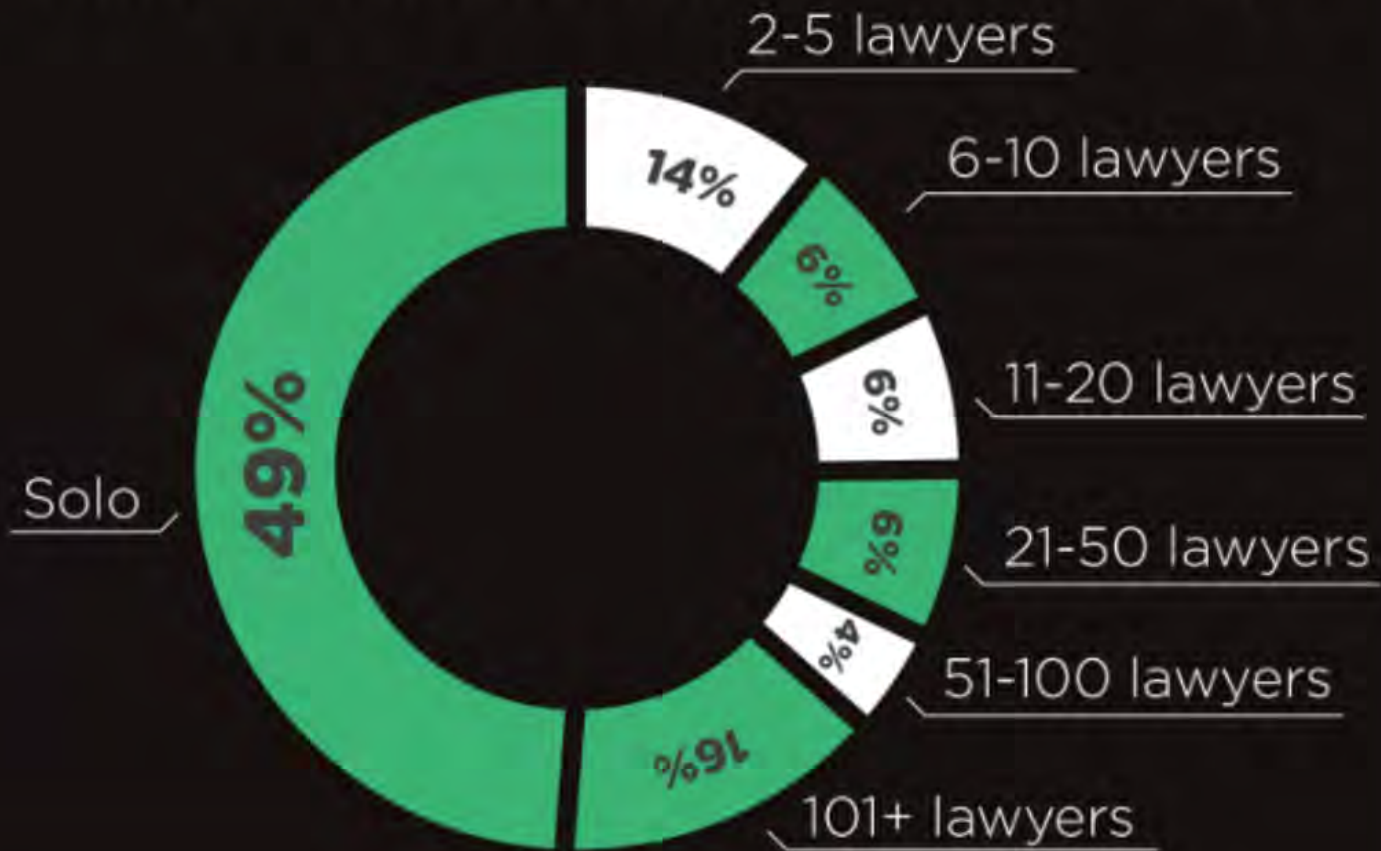
**Source:** [http://www.americanbar.org/practice/market\\_research/lawyer-demographics-](http://www.americanbar.org/practice/market_research/lawyer-demographics-)



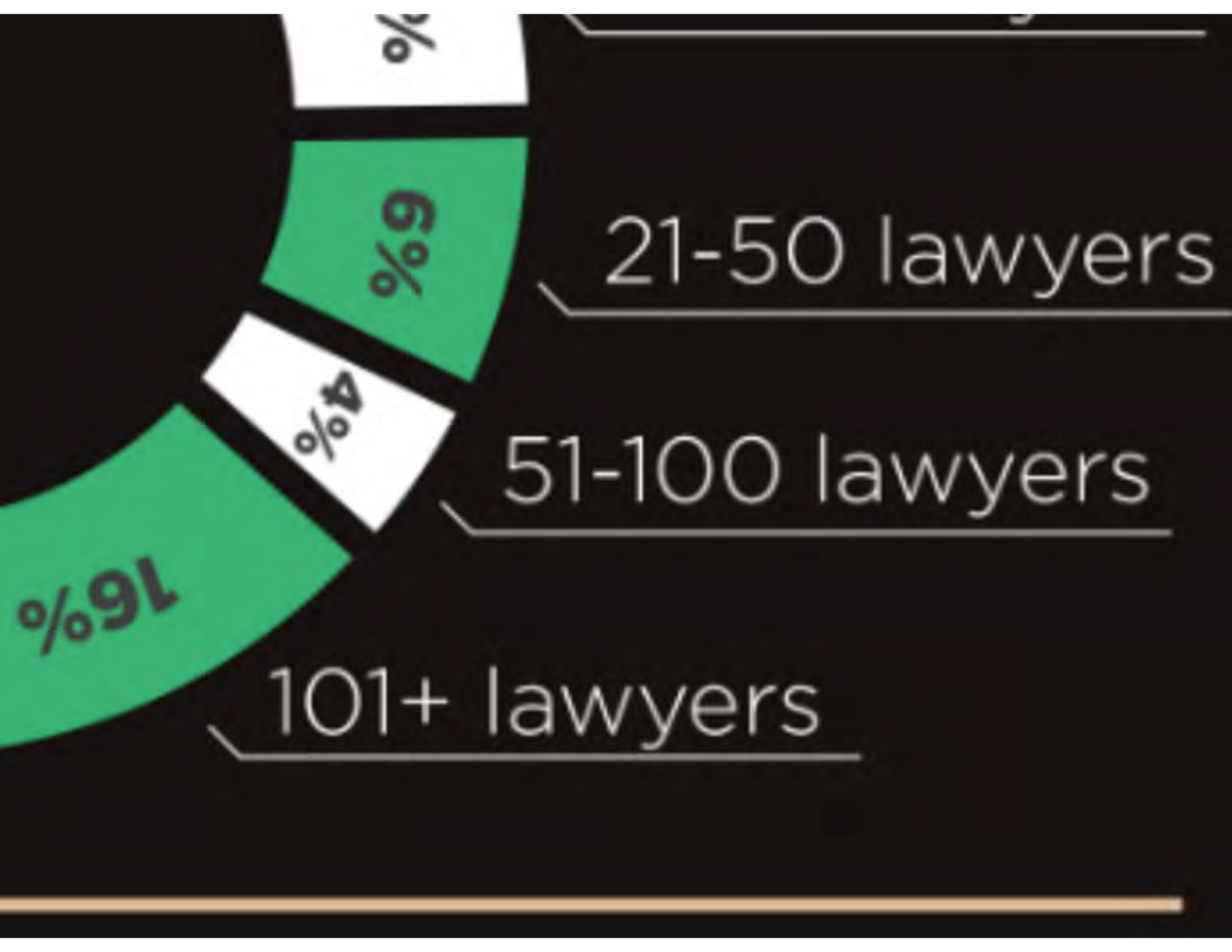
the United States in 2016.

between 45-54 years old.

## Private Practitioner Firm Sizes



**Total JD Enrollment**





# 2016 US Lawyer Demographics



# 1,315,561

Total number of lawyers in the United States in 2016.

Age

# 49



Average age of lawyers. Only 4% are under 29, with 28% between 45-54 years old.

## Practice Setting

# 75%

Of lawyers are in private practice, with 8% in the government. Only 1% are public defenders.

## Race

# 88%

Of lawyers are White. 5% are African-American, and 4% are Hispanic.

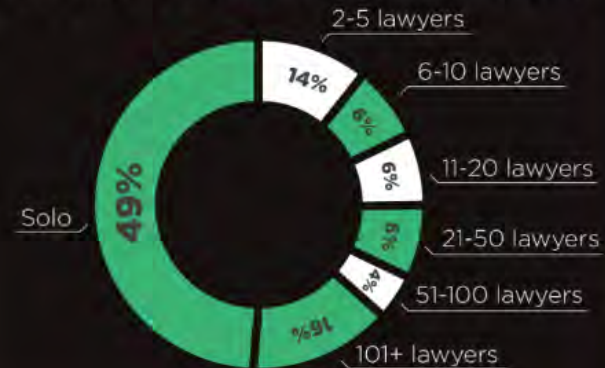
## Gender



# 64% 36%

As of 2016, the number of male attorneys nearly doubles that of females.

## Private Practitioner Firm Sizes



## Law Firm Size



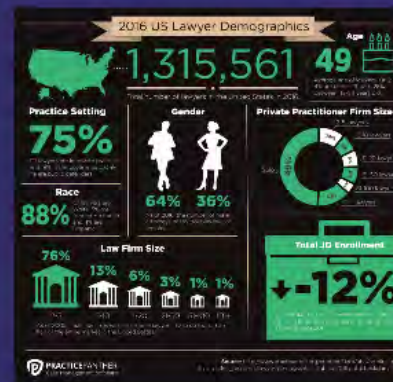
As of 2005, small law firms with less than 5 lawyers make up more than half of the entire market in the United States.

## Total JD Enrollment

# ↓ -12%

As of 2014, the total JD enrollment was 128,695. This is a 12 percent decrease in the amount of students since 2011.

# 75% of All Lawyers



# Work Settings

**PRIVATE  
PRACTICE**

75% of All Lawyers

**CORPORATE  
LEGAL  
DEPARTMENT**

**GOVERNMENT**

8% of All Lawyers

**NGO'S**

# GOVERNMENT

8% of All Lawyers



**CORPORATE  
LEGAL  
DEPARTMENT**

# Work Settings

**PRIVATE  
PRACTICE**

75% of All Lawyers

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LEGAL  
DEPARTMENT**

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**NGO'S**

**NGO'S**

# Work Settings

PRIVATE  
PRACTICE

75% of All Lawyers

CORPORATE  
LEGAL  
DEPARTMENT

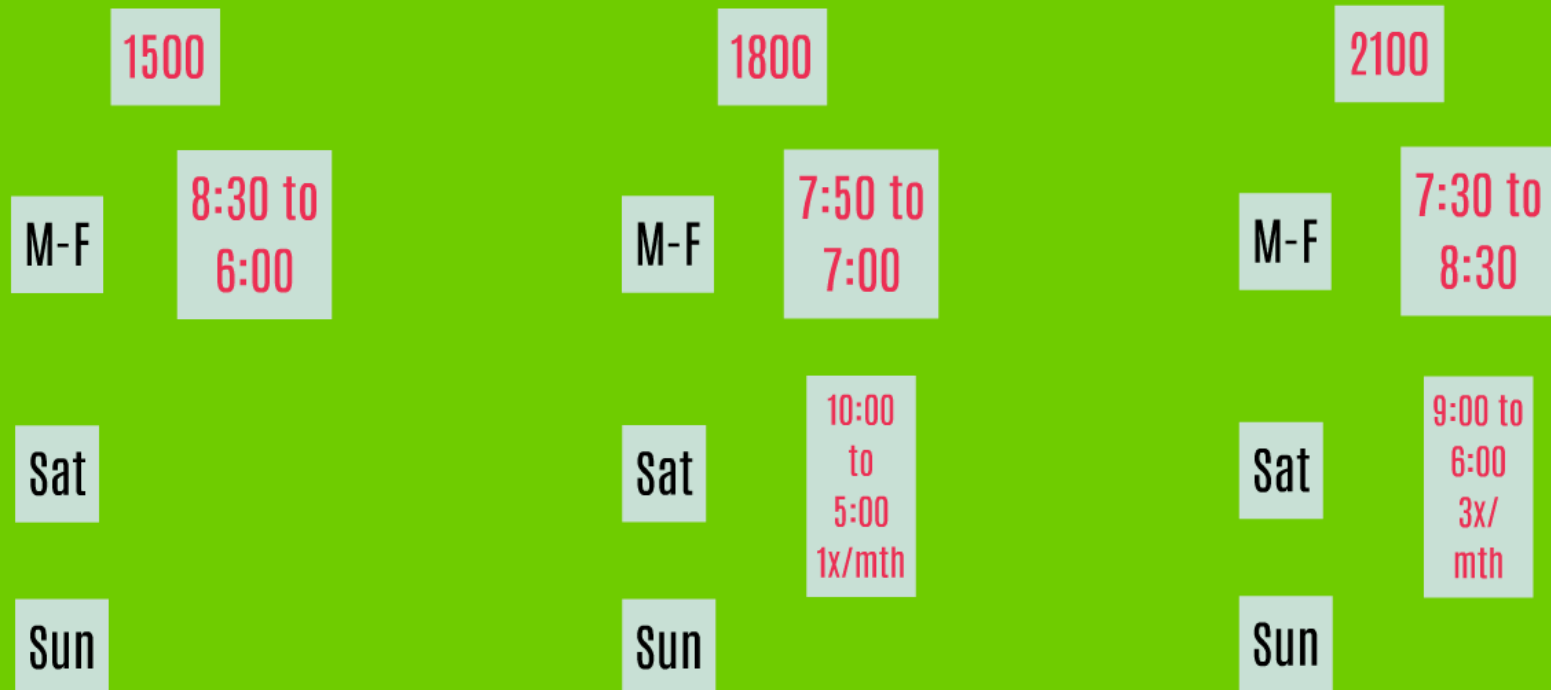
GOVERNMENT

8% of All Lawyers

NGO'S

# LEVEL OF EFFORT

## *The Billable Hour*



Very Little of Interest in the Law  
Confines Itself to 40 Hours Per Week

1500

M-F

8:30 to  
6:00

M-F

Sat

Sat

Sun

Sun



1800

0 to  
00

M-F

7:50 to  
7:00

M-F

Sat

10:00  
to  
5:00  
1x/mth

Sat

Sun

Sun

2100

0 to  
00

M-F

7:30 to  
8:30

00  
0  
00  
nth

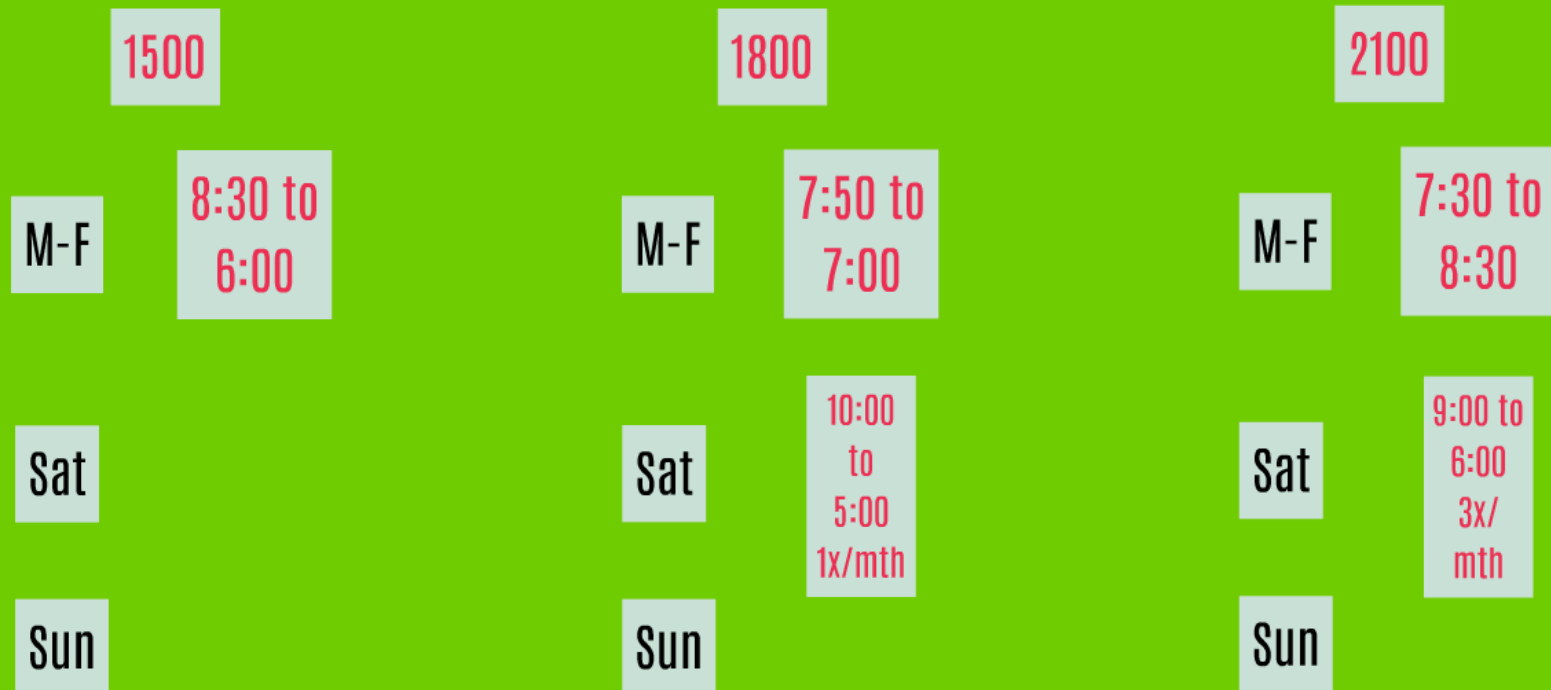
Sat

9:00 to  
6:00  
3x/  
mth

Sun

# LEVEL OF EFFORT

## *The Billable Hour*



Very Little of Interest in the Law  
Confines Itself to 40 Hours Per Week

Sun

5:00  
1x/mth

Very Little of Interest in the Law  
Confines Itself to 40 Hours Per Week

# Compensation

## Bi-Modal Salary

## Starting Salaries



- 0-5 years: \$70,000
- 5-10 years: \$98,000
- 10-20 years: \$119,000
- 20 or more years: \$139,000



# A LAWYER'S WORK LIFE

## Work Settings



## LEVEL OF EFFORT

*The Billable Hour*



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## Compensation

Bi-Modal Salary



Starting Salaries



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# A LAWYER'S WORK LIFE

## Work Settings



## LEVEL OF EFFORT

*The Billable Hour*



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## Compensation

### Bi-Modal Salary



### Starting Salaries



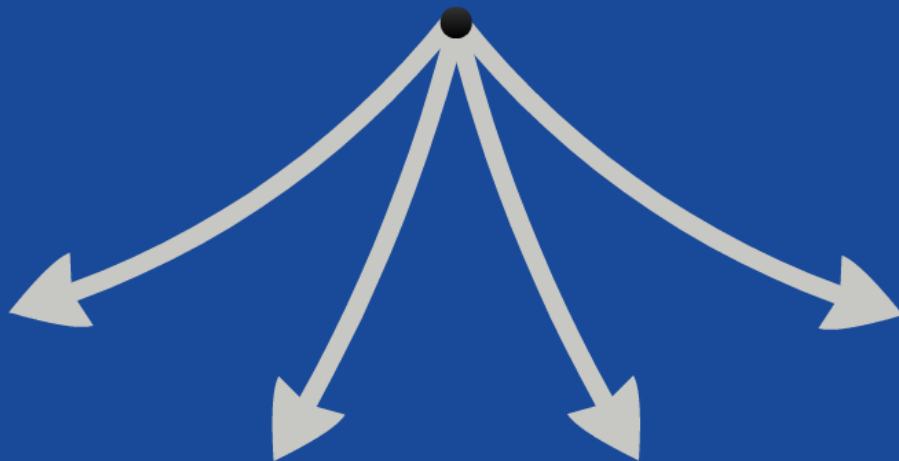
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# REASONS

## TO GO TO LAW SCHOOL





*Nothing  
Better  
To  
Do*

*Job  
With  
A  
Good  
Salary*

*Desire  
for a  
Professional  
Role  
in  
Society*

*Desire  
to  
Change  
the  
World*

*Nothing  
Better  
To  
Do*



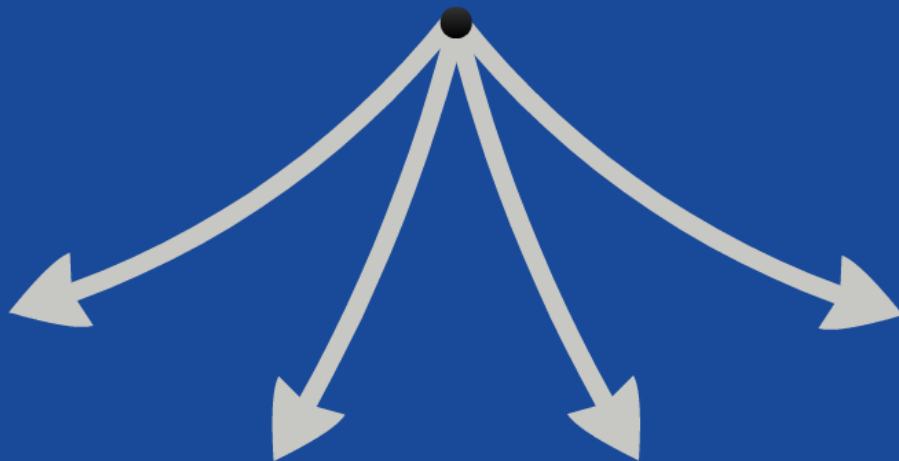
***Job  
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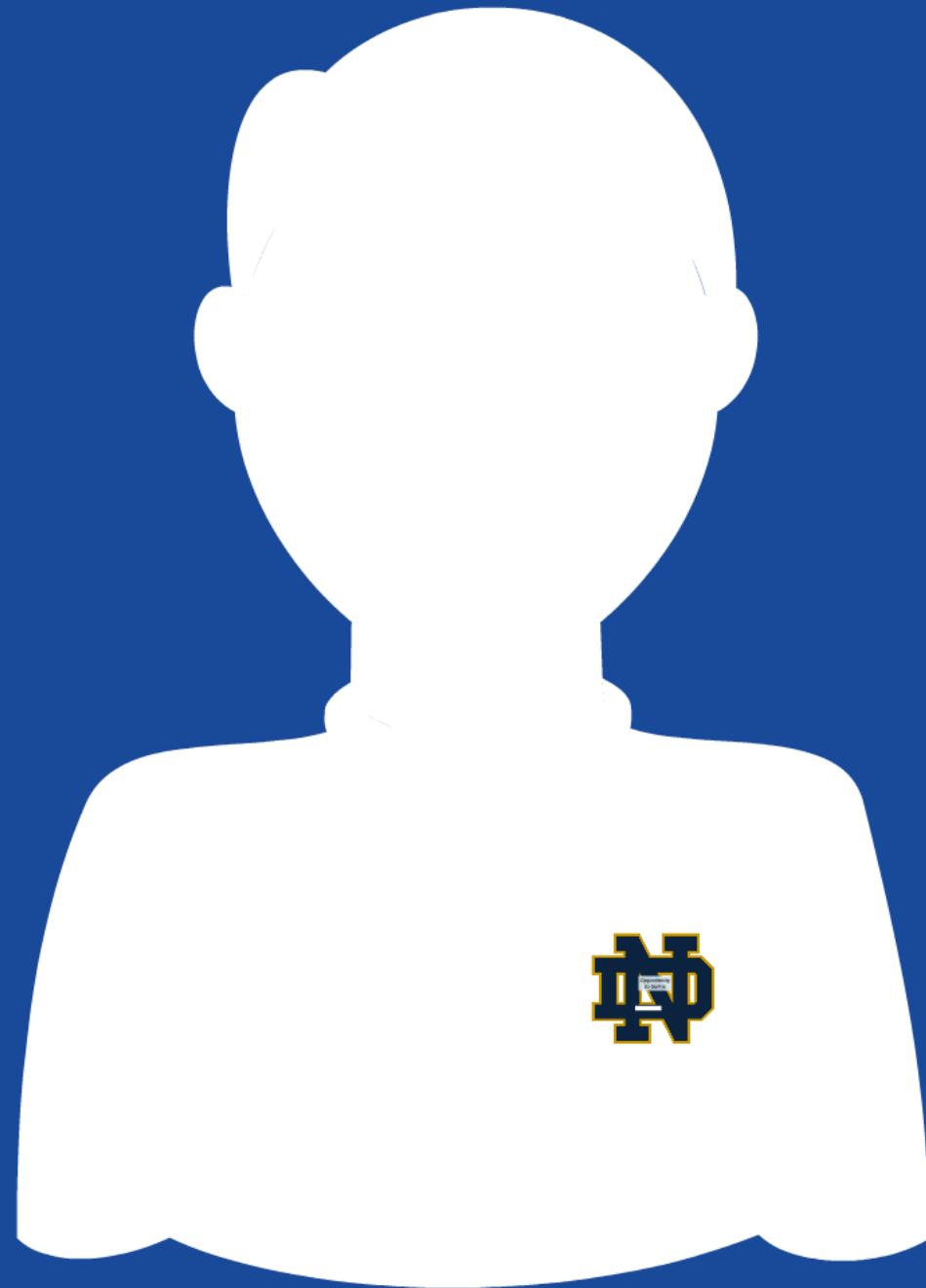


*Nothing  
Better  
To  
Do*

*Job  
With  
A  
Good  
Salary*


*Desire  
for a  
Professional  
Role  
in  
Society*

*Desire  
to  
Change  
the  
World*





***Opportunity  
to Serve***



[The heritage of the attorney] is founded on our ancient duties: to protect the rule of law as an ideal, to serve the system of justice on which our democracy is based and to study and promote humanism-the mutual bonds of our humanity on which peace itself ultimately depends.

Daniel R. Coguillette. "Professionalism: The Deep Theory." North Carolina Law Review 72, (1994): 1271-1278.





# REASONS

## TO GO TO LAW SCHOOL






# Should I Be A Lawyer?

[www.johnmoore.com/be-a-lawyer](http://www.johnmoore.com/be-a-lawyer)



MY VALUES



FRAMING THE DECISION

3 YEARS OR A CAREER?

How Do I Get Into Law School?

Which Law School Should I Attend?

What is Law School Like?



LAWYERS

WHAT DO THEY DO?

Solve Difficult and Inherently Challenging Problems  
For Other People

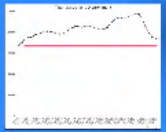


YOUR SKILLS AND EXPERIENCES



Should I Be A Lawyer?

[www.job-helpers.com/be-a-lawyer](http://www.job-helpers.com/be-a-lawyer)



SJ

SP



A LAWYER'S WORK LIFE



NT

NF

? REASONS

TO GO TO LAW SCHOOL

