

Effective interviewing training for solicitors

This course is specifically designed for solicitors who are required to carry out detailed and in depth questioning of clients and/or witnesses. Solicitors will gain a comprehensive knowledge and the key skills to enable them to conduct effective interviews and maximise the evidence they obtain during such interviews.

Course outline

This course develops to a high level, the skills required for interviews. Solicitors will learn how to conduct interviews by applying the PEACE (planning, preparation, engage and explain, account, closure and evaluation) method.

They will consider how to get the interviewee's account of events and then compare that with the facts they already have. They will learn and practice how to use different questioning techniques at different stages of the interview, and how to manage resistant interviewees.

Delegates will consider what, why and when to disclose any other evidence they may have. They will carry out role-plays using tailored case study scenarios, typical of the types of interviews that they conduct.

Key learning points

- Effectively plan and prepare for different types of interviews
- How to structure interviews
- Conduct different types of interviews, including dealing with witnesses
- Utilise different questioning techniques in interviews
- Use advanced strategies to develop rapport and empathy with challenging witnesses and clients
- Employ appropriate resistance management techniques in interviews
- Maximise the impact of disclosing evidence before and during the interview
- Handle inconsistencies in the account given by the interviewee with other available evidence

Bond Solon Training

+44 (0)20 7549 2549 www.bondsolon.com

6-14 Underwood Street, London, N1 7JQ

info@bondsolon.com [/company/bond-solon-training/](https://www.linkedin.com/company/bond-solon-training/)

Who and why?

Solicitors may need to carry out interviews with witnesses and obtain witness statements or conduct fact-finding interviews with clients in order to make a decision about a case and assess litigation risks.

In fact the SRA Statement of Competence clearly stipulates that solicitors must be capable of “obtaining relevant information through effective use of questioning and active listening”. Formal training in this key area of their work is therefore essential to ensure that solicitors are equipped with the necessary skills and knowledge to conduct effective interviews to best practice standards.

This training course is designed for solicitors who have to interview in a range of situations.

The interviewing model that is taught on the course is research based and proven to generate more relevant facts from those interviewed.

About Bond Solon

Bond Solon is the UK's leading legal training company specialising in providing Witness Familiarisation, Investigative and Expert Witness training courses and qualifications. Since 1992 we have worked with a broad range of law firms, blue-chip companies, central and local government bodies. Our large pool of professional trainers comprises of experienced lawyers and law enforcement personnel.

A selection of our clients...

Stephenson Harwood, Cunningham Lindsey, Pinsent Masons, HSBC, Hill Dickinson, DAC Beachcroft, Lloyds, Serious Fraud Office, Environment Agency, Local Authority Trading Standards, Competition & Markets Authority, Santander, HMRC, Ofgem, Barclays, LV=, Information Commissioners Office, Vodafone, Insurance Fraud Bureau, Aviva, Insolvency Service, Royal Bank of Scotland, British Gas, Ofwat, EY, National Grid, and others.

This course is delivered on an in-house basis for our clients. For further details, including course duration and costs, please contact us on **020 7549 2549** or **info@bondsolon.com**.



Bond Solon Training

+44 (0)20 7549 2549 www.bondsolon.com

6-14 Underwood Street, London, N1 7JQ

info@bondsolon.com [/company/bond-solon-training/](https://www.linkedin.com/company/bond-solon-training/)