**Legal Case Study - Questions & Approaches**

Depending on numbers, there will either be enough committee members to have one-on-one interview-style discussions of the case study, or more likely, you will work in small groups.

**One-on-one**: ask them to read through all of the material, and come up with an answer to the task (no more than 5 mins). Then ask them questions:

1. If they supported the acquisition, what negatives did they not pick up? Push them on certain aspects.
2. If they did not support the acquisition, what positives did they not recognise?
3. After 10 or so minutes, tell them that the client has decided against their advice; what could they do to help the client in their next steps?

**Group task**: Read the situation to them.

1. Ask them to read page 1, and then ask the group what they think about the acquisition now they have that information to hand.
   1. Highlight anything they haven’t called attention to, using the guide. Make sure they have all calculated the numbers correctly.
2. Go through page 2 & 3 in a similar manner.
3. At the end, ask them what they think about the deal overall.
4. Ask the group what they would do if the client decided against their advice.
   1. Draw attention to the ideas of a buoyant market (i.e. the development of driverless cars) vs the issues of a particular company.

**General advice for candidates:**

It is better to come down on one side than to simply list the positives and negatives. Approaching the contradictory evidence in a constructive way (i.e. if there is a problem, but you would still like to acquire the company, how would you fix it?) is better than not acknowledging the problem, or dismissing it as inconsequential.

Remember to structure your answers, in particular if you are asked to give a short presentation. If you are given a list of tasks, it is important to complete all of them, even if your responses are short.

You will likely be time-pressured. Assess how many pages you have to read, then organise your time accordingly. It is better to cover everything in a shallow way, rather than a few things deeply.

Candidates should think about:

Supply & demand; Competition; Pricing; Regulatory issues; Location, premises & leases; Branding & identity; Marketing & advertising; Staff