

Career Matrix

Looking at your legal skills in isolation is of limited value. It's more relevant to ask what are the contours of your current practice, where are the gaps, and where is there potential for practice expansion?

This Career Matrix below is a simple organizational device, and will allow you a more organized and insightful self-assessment.

Instructions - In the left-hand column of the matrix, list your clients individually or by types of industries and companies (see sample). In the columns to the right, list a type of service you have performed in terms of transactional types, legal subject matter, or legal skills involved. Then, in each cell of the Matrix, describe the particular roles you played in rendering such services. For the sake of brevity, we recommend you use the categories used in the previous exercise (e.g., Facts, Law, 1st chair, etc).

Note: You may wish to create your own columnar table by clicking on the Tool bar in your word-processing software.

Sample Career Matrix

Services → Clients ↓	Deals	Mergers	Gen. Corp.	Tort Litig.	Financing
Hospitals	1. Law 2. Facts 3. 2nd chair	1. Law 2. 3.	1. Law 2. Facts 3. 2nd chair	1. Law 2. Facts 3.	1. Law 2. Facts 3.
HMO's	1. Law 2. 2nd chair 3.	1. 2. 3.	1. Law 2. Facts 3. 2nd chair	1. 2. 3.	1. Law 2. Facts 3. 2nd chair
Groups	1. 2. 3.	1. Law 2. Facts 3. 1st chair	1. 2. 3.	1. Law 2. Facts 3.	1. Law 2. Facts 3. 2nd chair
Med/Tech	1. Law 2. Facts 3. 2nd chair	1. Law 2. Facts 3.	1. 2. 3.	1. Law 2. Facts 3.	1. Law 2. Facts 3. 2nd chair

Career Matrix

Services → Clients ↓					
Client/industry					
Client/industry					
Client/industry					
Client/industry					
Client/industry					