

January 15, 2019

The Legal Profession

McGeorge School of Law
The University of the Pacific

Syllabus

Day Section
(One Credit)

1. Contact Information & Office Hours

Michael T. Colatrella Jr

Associate Dean for Academic Affairs &
Professor of Law

Office Tel: 916-730-7303

Mobile Tel: 916-799-8919

E-Mail: mcolatrella@pacific.edu

Office Hours: Wednesdays: from 3:00 p.m. to 4:30 p.m. and by appointment

Offices: NW Hall 110 and 171 in the Faculty Building. Office hours will typically be held in 110, unless otherwise stated.

2. Class Meeting Dates, Times & Topics Covered.

The class meets on **Wednesdays from 1:00 p.m. to 3:00p.m. in Classroom A.** Below are the meeting dates and topics covered:

Class	Date	Topics Covered
1	January 9	Introduction to The Legal Profession and Job Search Best Practices
2	January 16	Professional Values & Professionalism
3	January 23	Finding a Fulfilling Career in the Law
4	January 30	Ethics—Professional Governance, Civility & the Lawyer's Ethical Duties
5	February 6	Cultural Competency in the Profession
6	March 13	Emotional Intelligence and Professional Success
7	March 27	Interpersonal Problem Solving

3. Books & Materials

- Carol S. Dweck, *Mindset* (2006)
- Bryan Stevenson, *Just Mercy* (2014)
- Friendly Style Profile (Conflict style self-scoring instrument to be completed online. Course fee is \$15 and will be charged to your student account.)
- Additional readings and exercises available on TWEN.

4. Course Description

The Legal Profession will prepare students to enter into modern legal practice and assist them in developing a professional identity. Students will be introduced to the common ethical dilemmas they will confront as externs, clinical students and practicing lawyers, as well as the role of emerging technology in the provision of legal services. Students will survey the variety of legal practice areas to help them to identify a satisfying career path and learn successful job seeking strategies.

In this course, you will acquire knowledge, skills, and qualities that are essential to a successful career in the law. Topics we will cover include professional identity, professionalism, teamwork, resilience, integrity, self-awareness, interpersonal communication, and careers in the law. This course will introduce you to the roles lawyers play in society, as well as the practicalities, challenges, responsibilities, and privileges of being a member of the legal profession. It will also familiarize you with the wide spectrum of careers in which a law degree is required or desirable, and challenge you to think deeply about a career path that will be truly satisfying. To help you attain meaningful employment, this course will require you to understand the “best practices” in job search activities, including resume writing, cover letter writing, working with mentors, goal setting, and networking.

5. Team-Based Learning

This course uses the strategy of team-based learning (“TBL”), which has been used for over 30 years and is implemented in 23 countries across a wide range of disciplines, including medicine, business, science, and technology. Studies have shown that, across all disciplines, the ability to work well with others is as important to success as substantive expertise. Teams mimic the professional environment and help to develop essential lawyering skills because, in practice, you will work with others (including lawyers, clients, consultants, court and agency staff, and assistants) frequently to serve your clients effectively. Team-based learning develops the skills and values necessary to practice law, while also allowing you to apply class materials and get immediate feedback on your analysis.

January 15, 2019

Team-based learning has two major components: individual out-of-class preparation and in-class teamwork focusing on applying the materials prepared out of class on exercises. In this course, you will be working in teams of 6-7 students. You received an email in December assigning you to a team, and these teams will last the entire semester. I expect each team to work together effectively and efficiently; each team member is responsible for achieving these goals.

Be aware that most teams take some time to become truly effective. The biggest reason that teams do not function effectively is that team members avoid conflict. If you have an issue with a team member or with your team, try to work it out. You may have addressed conflicts between teammates effectively in your previous work, service, academic, and extracurricular experiences. Address the issue with your team as you would in a professional office. Consider how you would want to hear the message if your behavior was a challenge for your teammates. Be patient, and keep the lines of communication open. If the issue is not resolved using the team contribution guidelines, talk to me, and I can suggest ways for you and your teammates to work through the conflict.

6. Grading

This course is graded and generally will comport with the first-year course curve. You must complete all graded and ungraded assignments to receive credit for the course.

a. Graded Assignments

Graded Assignments	Due Date	Grade Percentage
3 Individual Quizzes (IQs)	Classes 2, 4 & 7	15%
3 Group Quizzes (GQs)	Classes 2, 4 & 7	10%
Informational Interview with Mentor	March 8, 2019 by 5:00 PM	15%
Peer Evaluation	April 1, 2019 by 5:00 PM	10%
Career Planning Portfolio	April 24, 2019 by 5:00 PM	40%
Class Participation	Classes 1-7	10%

Individual Quizzes (IQs) (15%)

There will be graded individual quizzes during Classes 2, 4, and 7. These quizzes will be based on the assigned reading for those classes.

Group Quizzes (GQs) (10%)

There will be graded group quizzes during Classes 2, 4, and 7. These quizzes will be based on the assigned reading for those classes.

January 15, 2019

Peer Evaluation (10%)

You will evaluate each of your team members at the end of the term. Your evaluation will be based on four factors: (1) preparation, (2) contribution, (3) respect for others, (4) flexibility in solving problems, and (5) cultural inclusion and sensitivity. You are required to support your score with a short narrative. In cases where a student fails to adequately support a peer score, I reserve the right to adjust the score.

Informational Interview (15%)

In this assignment, you will interview your Mentor. You will be provided with a list of required and recommended questions.

Career Planning Portfolio (40%)

The final project for this course consists of a compilation of the career-planning documents you have created over the course of the semester. The portfolio should include: (1) a Career Action Plan; (2) your revised resume; and (3) your revised cover letter for one job you are interested in. Your Career Action Plan will require you to reflect on various exercises and assignments that you have completed during the semester, including several of the ungraded assignments listed below. Having these documents gathered together in one location will allow you to better track your career goals and progress, and it will allow your professor to conduct a more holistic evaluation of your activities during the semester and your forward-looking Career Action Plan.

Class Participation (10%)

The class participation score will be based on factors including attendance (and timeliness), quality of engagement and contribution to the class, and satisfactory completion of all ungraded assignments.

b. Ungraded Assignments

Assignment	Due Date
Upload draft resume & cover letter to TWEN Drop box	Friday, January 11 by 5:00 PM
Sign up for Symplicity	Friday, January 11 by 5:00 PM
Select Mentor	Friday, January 11 by 5:00 p.m.
Upload <i>Just Mercy</i> learning objectives and discussion questions	Friday, January 18 by 5:00 p.m.
Workview/Lifeview Exercise	Monday, January 21 by 5:00 PM

January 15, 2019

Growth Mindset Exercise	Monday, January 21 by 5:00 PM
Speed Mock Interviews in Student Center	Friday, January 25 from 1:00 to 5:00 PM [Individual times to be assigned]
Set up LinkedIn Account (See p. 9)	By Wednesday, February 6
Externship/Internship & Clinic Assignment	Tuesday, February 26 by 5:00 PM
Mandatory Career Counseling Meeting with TLP Professor	Sign up on TWEN sign-up sheet for meeting between February 11 and March 8
Professional Shadowing Activity with Mentor	By April 5, 2019
Write a detailed thank you letter to your mentor	By April 12, 2019
Attend One Career Development Event	By April 15, 2019

7. The 1L Law Alumni-Mentor Program

The McGeorge 1L Law Alumni-Mentor Program, in partnership with The Legal Profession course, initiates and supports structured mentoring relationships between McGeorge alumni and each first-year law student through a series of required activities. The program is not intended to serve as a recruitment device or job placement program, but rather provides the opportunity for you to begin to develop a professional network, reputation, and identity early in your legal career, which, of course, enhances your ability to find meaningful employment both during and after law school. You will be able to select a mentor who is practicing in a subject matter and/or practice environment in which you have an interest. Please see the McGeorge 1L Mentor Program Summary that we previously provided to you by email for details about this program.

The 1L Law Alumni-Mentor Program is a professionalism program. For many of you, this will be your first opportunity to establish your professional reputation in the legal community. Here are a few important guidelines to follow in all your professional interactions:

- Be on time (which means a few minutes early);
- Dress in professional attire;
- Address mentors, lawyers, judges, professors, and other professionals—in writing and orally—by formal title, unless they ask you to do differently;
- Promptly return all communication;

January 15, 2019

- All email communications should have a salutation (e.g., “Dear Professor Smith:”); a complimentary close (e.g., “Warm regards,”); and the body of the email should be composed of only complete sentences.
- Cancel if you have RSVP’d for an event but cannot attend;
- Check that your outgoing voicemail message is professional;
- DO NOT use your cell phone during meetings or while shadowing your mentor. Turn off the ringer, and if you must take a call or answer a text message, excuse yourself and step out of the room to do so.

STAFF CONTACTS FOR MENTOR PROGRAM:

Cassandra Fernandez, Director of Alumni Relations & Events

916-739-7214 • cfernandez@pacific.edu

(Ms. Fernandez can assist you with pairing with a mentor.)

Molly Stafford, Director of Career Development

916.739.7299 • mstafford@pacific.edu

8. Americans with Disabilities Act Accommodation

The Americans with Disabilities Act (ADA) is a federal anti-discrimination statute that provides comprehensive civil rights protection for persons with disabilities. Among other things, this legislation requires that all students with disabilities be guaranteed a learning environment that provides for reasonable accommodation of their disabilities. If you believe you have a disability requiring an accommodation, please contact the Assistant Dean for Student Affairs at 916-739-7089 or sacstudentaffairs@pacific.edu. Due to the law school’s policy of testing anonymity, students should not discuss their disabilities with professors. For additional information visit [http://www.mcgeorge.edu/Disabled Student Services](http://www.mcgeorge.edu/Disabled_Student_Services).

9. Credit-Hour Policy

In this course, for each credit-hour, a student is expected to spend, on average, at least two hours of out-of-class work per week.

10. Detailed Class Schedule

January 15, 2019

CLASS ONE: JANUARY 9, 2019

Introduction to The Legal Profession and Job Search Best Practices

Learning Outcomes:

1. Understand the process and benefits of team-based learning.
2. Understand best practices in resume- and cover letter-drafting.

Readings for This Class:

- Team-Based Learning in Law (TWEN)
- Creating Teams with an Edge (TWEN)
- Resume and cover letter writing instructions and samples (TWEN)

Assignments Due This Week:

Assignment	Due Date
Register for The Legal Profession TWEN course for your section	By 5:00 PM on Monday, January 7
Sign up for Symplicity (career management system) on McGeorgeCareersOnline: https://law-pacific-csm.symplicity.com/students/	By 5:00 PM on Friday, January 11
Upload draft resume to Resume Assignment drop box on TWEN*	By 5:00 PM on Friday, January 11
Upload draft cover letter to Cover Letter Assignment drop box on TWEN*	By 5:00 PM on Friday, January 11

*You will receive feedback on both your resume and cover letter from the CDO. The earlier you submit your resume and cover letter, the earlier you will receive this feedback. Students who need feedback on a short-turn around basis because of a submission deadline or planned interview should contact CDO Director Molly Stafford at mstafford@pacific.edu, with a copy to me.

Assignments Distributed This Class:

- The Informational Interview assignment will be provided, along with a list of required and recommended questions. In this assignment, you will interview your mentor or another person who is doing work that you would one day wish to do, or about which you have a curiosity or interest. You must upload a summary of the interview to the TWEN drop box by 5:00 p.m. on Monday, March 25, 2019.

January 15, 2019

CLASS TWO: JANUARY 16, 2019
(Individual & Group Quizzes in class)
Professional Values & Professionalism

Learning Outcomes:

1. Begin to develop a professional identity and understand the critical role that professional identity plays in successful legal practice.
2. Understand the value of, and recognize opportunities to employ, a growth mindset.
3. Understand that mastery of substantive law, analytical skills, and communication skills is essential but insufficient to be a successful lawyer.
4. Understand the core values of the legal profession (integrity, honesty, diligence, resilience, dependability, and a desire to achieve social justice) and apply those values in practice.

Readings for This Class:

- *Mindset*, Chapters 1-3, 6 & 8
- *Designing Your Life*, Chapter 2 (TWEN)

Assignments Due This Week:

Upload your team's learning objectives and discussion questions for the <i>Just Mercy</i> in-class discussion to the <i>Just Mercy</i> drop box on TWEN	By 5:00 p.m. on Friday, January 18
---	------------------------------------

Assignments Distributed This Class:

- Growth Mindset Exercise. Due Monday, January 21, by 5:00 p.m. in the TWEN drop box.
- Workview/Lifeview Exercise. Due Monday, January 21, by 5:00 p.m. in the TWEN drop box.

CLASS THREE: JANUARY 23, 2019
Finding a Fulfilling Career in the Law

Learning Outcomes:

The learning outcomes for this class will be compiled by the teams as part of the *Just Mercy* Discussion Assignment.

January 15, 2019

Readings for This Class:

- *Just Mercy*

Assignments Due This Week:

Assignment	Due Date
Upload the Growth Mindset Exercise to the Growth Mindset dropbox on TWEN	By 5:00 p.m. on Monday, January 21
Upload the Workview/Liferview Exercise to the Workview/Liferview drop box on TWEN	By 5:00 p.m. on Monday, January 21
Externship/Internship & Clinic Assignment	By 5:00 PM on Tuesday, February 26
Upload your team's learning objectives and discussion questions for the <i>Just Mercy</i> in-class discussion to the <i>Just Mercy</i> drop box on TWEN	By 5:00 p.m. on Friday, January 19

Assignments Distributed This Class: None

CLASS FOUR: JANUARY 30, 2019

(Individual and Group Quizzes in class)

Ethics—Professional Governance, Civility & Lawyers' Ethical Duties

Learning Outcomes:

1. Understand how the legal profession is governed and the ethical codes that guide the practice, and be able to apply the code sections covered to ensure that legal services provided meet the ethical requirements of the profession.
2. Understand the lawyer's duties and the interplay of the ethical rules related to confidentiality, the fiduciary relationship, and the role of the counselor.
3. Understand and learn how to apply the principles of civility in legal practice.

Readings and Video for This Class:

- Selected Model Rules & Comments ("MR"): MR 1.3 (diligence); MR and Cal versions (confidentiality); MR 2.1 (lawyer as advisor); MR 4.1 (truthfulness); MR 8.4 (misconduct)
- View Lawyer Professional Responsibility Video (TWEN)

Assignments Due This Week: None

Assignments Distributed This Class:

- Identify three possible extern/internship opportunities and a clinic opportunity that are of great interest to you, including application deadlines, submission requirements, and submission procedures. Upload to submission folder on TWEN in the sub-folder marked "Externships" by 5:00 p.m. on February 25. See the McGeorge

January 15, 2019

Externship page for detailed information about externship offerings:

http://www.mcgeorge.edu/Students/Academics/Experiential_Learning/Externships.htm)

CLASS FIVE: FEBRUARY 6, 2019

(Meet in Classroom C)

Cultural Competency

Learning Outcomes:

1. Understand the value of developing cultural competence in order to provide effective advocacy for a diversifying population to ensure meaningful access to justice.

Readings for This Class:

- Susan Sample, *Intercultural Competence As A Professional Skill*, 26 Pac. McGeorge Global Bus. & Dev. L.J. 117 (2013)
- Excerpt from Andrea Curcio, *Addressing Barriers to Cultural Sensibility Learning: Lessons From Social Cognition Theory*, 15 Nev. L. J. 537 (2015)
- N.Y. Times, *Doctor on Delta Flight*

Assignments Due This Week: None

Assignments Due Between Class 5 and Class 6:

Assignment	Due Date
Set up LinkedIn Account with professional photo and bio. To demonstrate that you completed this assignment, either invite your professor to connect through LinkedIn or send him or her a link to your LinkedIn page.	By 12:00 PM on Wednesday, February 6.
Upload your Informational Interview assignment to the TWEN drop box	By 5:00 PM on Friday, March 8

January 15, 2019

CLASS SIX: MARCH 13, 2019
(Meet in Classroom C)
Emotional Intelligence and Professional Success

Learning Outcomes:

1. Understand the meaning of emotional intelligence and the role emotional intelligence plays in the success of your professional life.
2. Acquire a level of understanding of your emotional intelligence.
3. Learn strategies to become more emotionally intelligent.

Readings for This Class:

- What Makes a Leader? (TWEN)
- *Search Inside Your-Self*, Chapter 2 (TWEN)

Assignments Due This Week: None

Assignments Distributed This Week: None

CLASS SEVEN: MARCH 27, 2019
(Individual and Group Quizzes in class)
Interpersonal Problem Solving

Learning Outcomes:

1. Understand the role of your conflict style in problem solving.
2. Learn how to apply collaboration and interpersonal problem-solving techniques.

Readings and Video for This Class:

- *Getting to Yes*, Chapters 3 & 4 (TWEN)
- Review Video on Conflict Style (TWEN)

Assignments Due This Week:

Assignment	Due Date
Complete the Friendly Style Profile assessment	By 12:00 PM on Wednesday, March 27

January 15, 2019

Assignments Due After Class 7:

Assignment	Due Date
Complete Peer Evaluation	By 5:00 PM on Monday, April 1
Upload Career Planning Portfolio to the TWEN drop box	By 5:00 PM on Wednesday, April 24

*******I wish you all an engaging and inspiring 1L summer!*******