



IS M&A THE RIGHT CAREER PATH FOR YOU?

A Career Readiness Assessment

M&A law requires specific skills and mindsets – but the good news is that most of these can be developed. This assessment identifies your current strengths and the areas where focused development will set you up for success in deal-making. There are no wrong answers, only insights into your readiness and development path.

QUESTION 1: How do you typically respond to tight deadlines and high-pressure situations?

- a) I thrive under pressure – it brings out my best work
- b) I handle it well with some stress, but I get through it
- c) I find it overwhelming and it affects my performance
- d) I strongly prefer predictable workloads and planning ahead

QUESTION 2: A project requires you to review 200 pages of complex documents by tomorrow morning. Your reaction?

- a) Challenge accepted – I'll break it down systematically and get it done
- b) Stressful but manageable – I'll prioritize and focus on key sections
- c) That sounds exhausting – I'd struggle to maintain quality
- d) This isn't sustainable – I'd question why this is necessary

QUESTION 3: Which statement best describes your interest in business and finance?

- a) I'm genuinely curious about how businesses work and love understanding deal economics
- b) I'm willing to learn what I need to, even if it's not my natural interest
- c) I prefer focusing purely on legal analysis – the business side feels secondary
- d) Numbers and financial concepts don't interest me much

QUESTION 4: How important is work-life balance to you at this career stage?

- a) I'm willing to prioritize career growth over balance for now
- b) I want balance but understand early career requires intensity
- c) Balance is very important – I need boundaries
- d) Non-negotiable – I won't sacrifice personal time

QUESTION 5: How do you approach learning new legal or business concepts that aren't part of your formal training?

- a) I actively seek out resources, ask questions, and dive deep until I understand
- b) I learn what's necessary for the task at hand with some guidance
- c) I prefer to stick to what I already know and rely on others for unfamiliar areas
- d) I find it difficult to learn technical concepts outside my comfort zone

QUESTION 6: Which work environment appeals to you most?

- a) Fast-paced, high-stakes, constantly changing priorities
- b) Structured but with variety and occasional intensity
- c) Predictable routine with steady workload
- d) Independent work with minimal collaboration

QUESTION 7: How do you feel about working with teams across different disciplines (bankers, accountants, tax-advisors)?

- a) Exciting – I enjoy learning from different perspectives
- b) Fine – I can collaborate effectively when needed
- c) Prefer working primarily with other lawyers
- d) I work best independently

QUESTION 8: A senior lawyer gives you harsh feedback on your work. How do you respond?

- a) I take it constructively, learn from it, and improve
- b) It stings but I bounce back and apply the feedback
- c) I need time to process criticism before I can respond productively
- d) Harsh feedback significantly impacts my confidence and motivation

QUESTION 9: How comfortable are you with ambiguity and situations where there's no clear 'right answer'?

- a) Very comfortable – I like weighing options and making judgment calls
- b) Somewhat comfortable – I prefer guidance but can navigate uncertainty
- c) Uncomfortable – I prefer clear rules and precedents
- d) Very uncomfortable – I want defined correct answers

QUESTION 10: Looking ahead 5 years, what's most important to you?

- a) Being a trusted advisor on high-stakes deals, even if it requires sacrifice
- b) Strong technical expertise with growing client exposure
- c) Specialized legal knowledge with sustainable work hours
- d) Transitioning to in-house or a less demanding practice area

YOUR RESULTS

Mostly A's: M&A-READY PROFILE

Your Strengths:

You naturally demonstrate the core qualities M&A lawyers need – you handle pressure well, think commercially, pay attention to detail, and thrive in collaborative, fast-paced environments

Your Development Focus:

Build technical M&A knowledge (transaction structures, regulatory frameworks)

Develop practical skills (drafting, due diligence, negotiation)

Learn the financial concepts that underpin deals

Recommended Path: Start with DealCraft Academy's foundational course on M&A to build technical expertise on top of your strong natural foundation

Mostly B's: DEVELOPING M&A PROFESSIONAL

Your Strengths:

You have several qualities that suit M&A practice. Your interest in the field is genuine, and with targeted development, you can build the complete skill set

Your Development Focus:

Building resilience and stamina for high-pressure situations

Developing commercial thinking and business acumen

Strengthening communication skills for client-facing scenarios

Enhancing attention to detail and quality control processes

Recommended Path: DealCraft Academy's courses systematically develop both technical knowledge **AND** the professional skills you need. Our scenario-based approach helps you build confidence in realistic deal situations

Mostly C's: EARLY-STAGE M&A ASPIRANT

Your Current Position:

You're at the beginning of your M&A journey. Some aspects of deal practice may feel unfamiliar or outside your comfort zone right now - and that's completely normal

Your Development Focus:

Understanding what M&A practice actually involves day-to-day

Building comfort with ambiguity and fast-paced decision-making

Developing the mindset shift from academic law to commercial practice

Strengthening resilience and learning to thrive under pressure

Building financial and business literacy

Recommended Path: Start by gaining exposure to M&A through internships or informational discussions with peers to understand the reality of practice

DealCraft Academy provides the structured learning to build every skill you need, starting from the foundational aspects. Many successful M&A lawyers started exactly where you are

Mostly D's: EXPLORING YOUR OPTIONS

Your Current Position:

You're in exploration mode - learning about M&A and assessing if it aligns with your strengths and career goals

Your Development Focus:

Realistic understanding of M&A practice demands and rewards

Comfort with high-pressure, deadline-driven environments

Interest in business, finance, and commercial strategy (not just pure legal analysis)

Collaborative work style across multiple disciplines

Building resilience and sustainable work habits for intense periods

Recommended Path: Take time to shadow M&A lawyers, do internships, and gain real exposure to the practice

If you decide M&A is your path, DealCraft Academy provides comprehensive training in both technical skills and professional development. We've helped many lawyers make the transition successfully - it requires commitment, but it's absolutely achievable

Remember: These skills can be learned. Your score today doesn't determine your future - it shows you where to focus your development efforts

Ready to master the skills that set you apart?

Explore DealCraft Academy's courses at www.dealcraftacademy.in

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