

Career Pivot Worksheet

THE GOAL: TRANSFORM YOUR LEGAL EXPERTISE INTO TECH VALUE
(WITHOUT CODING)

1. TRANSLATE YOUR LEGAL TALENTS INTO TECH TERMS

Legal Skill: _____ → Tech Term: _____ (How? _____)

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2. LEARN "PRODUCT SPEAK"

Sketch a client journey (e.g., signing up for a SaaS tool). List 3 pain points tech could solve:

1. _____ → Tech Fix: _____
2. _____ → Tech Fix: _____
3. _____ → Tech Fix: _____

Resources: Free API/webinar guides (e.g., Postman API 101, Coursera's "Product Basics").

3. SPRINT DEMO CHECKLIST

- Ask: "Why was this feature prioritized?"

- Note how user feedback shaped decisions.

- Observe one technical term (e.g., "backend," "scalability") → Define it post-meeting.

4. VOLUNTEER FOR PILOT PROJECTS

- In Sprint Meetings: "Have we considered edge-case X? Here's the legal risk if we don't."
- In Pilots: Document how your catches saved time/money (e.g., "Prevented 3 compliance violations in beta").

Pro Tip: Frame edge cases as preemptive problem-solving, not criticism. Tech teams will love you.

5. PROVE ROI (NOT JUST SKILLS)

Share on CV & LinkedIn:

"Cut contract review time by 30% using [Tool] → Freed up 15 hrs/month for strategic work.
#LegalTech"

"Spotted 5 edge cases in our new feature rollout—saved 40 engineering hours in hotfixes.
#LegalTech"

Career Pivot Worksheet (Guide)

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MAP YOUR SKILLS

Legal Task	Tech Equivalent	Example
Contract Review	Data Mapping	Identify data flow gaps in systems
Risk Assessment	Product QA	Flag UX vulnerabilities
Client Negotiation	Stakeholder Alignment	Bridge dev/legal priorities

KEY CONCEPTS CHEAT SHEET

- **API:** A messenger between apps (e.g., payment gateway ↔ bank).
- **Workflow:** Steps to complete a task (e.g., client onboarding).
- **Sprint:** 2-week dev cycle to build features.

SHADOW TECH PROFESSIONALS AT WORK

Surround yourself with tech professionals who inspire you and offer growth opportunities

EDGE-CASE CHECKLIST

- [] Identify 3 “what if” scenarios (e.g., GDPR compliance in a new feature).
- [] Track time saved/risks mitigated (e.g., “Saved 10 hrs/month automating T&C updates”).

IMPACT TRACKER TEMPLATE

Problem	Action	Metric	Win
Manual contract updates	Automated clause library	20 hrs saved/mo	\$5K efficiency gain