

*Interview of Advocate Poonam Sharma Baloni of PSB Solicitors practising at New Delhi, as appeared in Khaleej Times, Dubai on November 2024*



- **Can you share your journey from a small-town family to becoming a successful lawyer in New Delhi?** Growing up in a small town, I witnessed firsthand the challenges of limited resources and opportunities. My family wasn't wealthy, but they instilled in me the values of hard work, perseverance, and the importance of education. I had to work twice as hard to overcome obstacles, including financial limitations and societal expectations, but I remained focused on my goal of becoming a lawyer. I moved to Mumbai to pursue law and on completion I started practice at New Delhi, initially facing several hurdles, but gradually, with determination and the support of mentors, I built my reputation. The transition wasn't easy, but it taught me resilience, patience, and the importance of staying true to one's purpose.

- **What were some of the biggest challenges you faced in your early legal career?** My journey was far from easy, and the biggest challenge was overcoming self-doubt. Coming from a humble background, I often questioned if I had the same privileges or resources as others. I also struggled with the fast-paced environment in New Delhi, where competition was fierce. It was difficult to find footing in a city with so many established professionals, but I learned to focus on my strengths, stay patient, and keep learning from every case I handled.
- **What role did Dr. Shrikant Hathi play in your career?** Dr. Shrikant Hathi has been an incredible source of support and guidance throughout my career. From the very beginning, he believed in me when I was still finding my path. His mentorship has been invaluable—he not only guided me through legal nuances but also supported me emotionally, which was crucial during tough times. He always pushed me to be the best version of myself, emphasizing that success is a combination of hard work, consistency, and a relentless pursuit of excellence.
- **What sets you apart from other lawyers in New Delhi and other states where you practice?** My strength lies in my **aggressive approach** and **result-oriented mindset**. I am extremely focused on achieving outcomes that benefit my clients, and I don't shy away from challenging situations. I pride myself on being diligent, resourceful, and always prepared to go the extra mile. The combination of my tenacity, commitment to client success, and ability to think strategically differentiates me from others in the field.
- **What is your approach to litigation?** My approach to litigation is multifaceted. I focus on understanding the essence of the case, and I build a strategy that combines legal theory with practical solutions. I always aim to be aggressive in the courtroom, fighting passionately for my client's rights. However, I also ensure I explore alternative dispute resolution options, such as settlement or arbitration, when it aligns with my client's best interests. My focus is always on obtaining a favorable outcome.

- **How do you balance aggression in litigation with the need for diplomacy in negotiations?** While litigation requires a direct, aggressive approach, negotiation demands a more strategic, diplomatic stance. I believe in striking a balance by being assertive yet open-minded. In negotiation settings, I remain firm on my client's objectives while understanding that compromise can sometimes lead to a more favorable resolution. The key is knowing when to push and when to step back.
- **What makes you so effective and result-oriented in your work?** My drive for excellence comes from a deep-rooted belief in justice and the desire to see my clients succeed. I approach each case with meticulous attention to detail and focus on strategic outcomes. I understand that each case has its unique challenges, so I invest the time and resources necessary to ensure I am always ahead of the game. My work ethic and commitment to client satisfaction are key drivers of my effectiveness.
- **How do you deal with setbacks or difficult clients?** Setbacks are a natural part of the legal profession. I believe in staying composed and using setbacks as learning experiences. With difficult clients, I believe in clear communication and managing expectations. I always keep them informed, involve them in the decision-making process, and work with them to find the best path forward.
- **How has your background shaped your perspective on legal practice?** Growing up in a small town has instilled in me a deep sense of gratitude and humility. It taught me to never take anything for granted and to value every opportunity. This background influences my approach to law because I am driven by a sense of justice, fairness, and the desire to help those who may not have access to the resources or privileges that others do. I understand the struggles that many people face, and this drives me to work tirelessly for my clients.

- **What has been your most memorable case so far?** Each case I handle teaches me something valuable, but one of the most memorable ones was a complex commercial litigation case that involved multiple jurisdictions. The challenges were immense, but through thorough preparation, strategic thinking, and aggressive litigation tactics, we were able to secure a favorable judgment for the client. It was a rewarding experience because it showcased the power of collaboration, resilience, and legal expertise.
- **How do you handle high-pressure situations, especially in the courtroom?** High-pressure situations are an inherent part of legal practice, especially when dealing with complex cases. I rely on meticulous preparation, practice, and maintaining a calm demeanor under pressure. My background has taught me to stay focused and composed, even in the most stressful environments. I stay focused on the facts and the law, ensuring that I'm always several steps ahead of the opposition.
- **What role do ethics play in your work?** Ethics are paramount in my practice. I believe in upholding the highest standards of integrity, honesty, and transparency. Legal practice is built on trust, and I am committed to always providing my clients with clear, candid advice, even if it may not be what they want to hear. I adhere strictly to ethical standards and ensure that every action I take is in the best interest of my clients and the justice system.
- **What advice would you give to young lawyers starting their careers?** My advice would be to always stay curious, never stop learning, and embrace challenges. The legal profession requires perseverance and constant self-improvement. Don't be afraid to make mistakes—use them as opportunities to grow. Also, seek mentorship early on; the guidance of experienced professionals like Dr. Shrikant Hathi has been crucial in my career. And finally, maintain integrity, work hard, and always strive for excellence.

- **What aspects of law excite you the most?** I am most excited by **commercial litigation** and **arbitration**, where complex legal issues and strategic thinking come into play. These areas require not just legal expertise but also creativity and foresight. The ability to solve intricate problems, whether in courtrooms or through arbitration, is something I find immensely rewarding. Additionally, the challenge of **shipping law** and **international trade disputes** is something I am particularly passionate about, given the global nature of the issues involved.
- **How do you stay updated with changes in law?** I dedicate time every day to reading legal journals, attending seminars, and participating in workshops. I also regularly consult with my mentors and peers in the industry. Keeping up with legal developments is essential to providing my clients with the best possible advice, so I make it a priority to stay informed about any changes in law and procedure, especially in areas like **international law** and **arbitration**.
- **What role does technology play in your practice?** Technology plays an important role in my practice, particularly when it comes to legal research, case management, and streamlining communication with clients. I use the latest legal tech tools to stay organized, manage documents efficiently, and improve the overall speed and accuracy of my work. In an age of digital transformation, staying technologically adept is crucial for maintaining a competitive edge.
- **Can you elaborate on the role of mentorship in your career?** Mentorship has been a cornerstone of my success. **Dr. Shrikant Hathi**, in particular, has been a guiding force. His insights into the law, his strategic thinking, and his unyielding support have helped me navigate the complexities of the legal profession. Having a mentor who believes in your potential and offers constructive feedback is invaluable in shaping one's career.

- **How do you manage your work-life balance?** Managing work-life balance is a constant challenge, but it's something I've learned to navigate over the years. I prioritize my professional commitments, but I also make time for personal growth, fitness, and spending time with loved ones. In this demanding profession, taking care of oneself is essential for sustained success, and I ensure that I maintain that balance to avoid burnout.
- **What is your long-term vision for your legal career?** My long-term vision is to continue growing as a leading practitioner in **commercial litigation, arbitration, and shipping law**. I hope to expand my practice across multiple jurisdictions, helping clients navigate complex legal issues in both domestic and international markets. Additionally, I aim to mentor young lawyers, just as I was mentored, and leave behind a legacy of excellence and integrity in the legal profession.
- **How do you handle situations where you disagree with a client?** In my practice, I believe in open and honest communication. If I disagree with a client, I always ensure I explain my reasoning clearly and provide them with all available options. I think it's important to maintain trust and respect, even when there are differences of opinion. My role is to guide my clients toward the best possible solution, even if it means advising against their initial preference.
- **What is your approach to client communication, especially with challenging clients?** Communication is key in maintaining strong relationships with clients. I believe in being transparent and providing clear, concise updates throughout the legal process. For challenging clients, I focus on setting realistic expectations and ensuring they understand the complexities of their case. I also make sure they feel heard, as listening to their concerns is crucial to effective representation.

- **What role do you think women play in the legal profession, and how do you see yourself contributing to that?** Women play a crucial role in reshaping the legal profession. While there have been significant strides in increasing female representation, there is still work to be done. As a woman in law, I aim to inspire others by demonstrating that success is not limited by gender. I want to contribute by mentoring young women, promoting diversity, and being a role model for those who may doubt their potential due to societal pressures.
- **How do you ensure your legal strategies are both innovative and practical?** To ensure my strategies are both innovative and practical, I stay informed about the latest trends in legal practice and case law. I combine creative thinking with a deep understanding of the law, constantly seeking new ways to approach problems while ensuring that the solutions are grounded in legal principles. My practical experience allows me to tailor strategies that are realistic and yield the best possible outcomes for clients.
- **How do you handle legal cases that involve cross-border issues or international jurisdictions?** Handling cross-border issues requires a comprehensive understanding of international law, treaties, and jurisdictional matters. I collaborate with experts and law firms in other jurisdictions to ensure that every legal angle is covered. I focus on maintaining clear communication with clients, ensuring that they understand the complexities of international legal systems. My strategy involves thorough research, cross-jurisdictional coordination, and preparing the case for every possible scenario.
- **What motivates you to be aggressive and result-oriented in your legal practice?** I am deeply motivated by a sense of responsibility to my clients. I understand the stakes involved in many of the cases I handle, and I strive to ensure they receive the best possible representation. The drive to achieve successful

outcomes is a core part of my professional identity. I am passionate about fighting for justice, and that passion fuels my aggressive approach to litigation.

- **What impact has Dr. Shrikant Hathi had on your professional development?** Dr. Shrikant Hathi has been a transformative influence in my career. His mentorship has helped me navigate the complexities of the legal profession with confidence. He has shared not only his immense legal knowledge but also his insights into how to manage clients, approach cases strategically, and deal with challenges effectively. His belief in my potential has been one of the key factors in my success so far.
- **How do you handle difficult negotiations with opposing parties?** In difficult negotiations, I approach the situation with a calm, methodical mindset. I believe in being firm yet flexible, always maintaining focus on the long-term goal. By thoroughly understanding the other party's position, I can identify areas for compromise while ensuring that my client's interests are not compromised. I am strategic in my communication, aiming to reach a resolution that is mutually beneficial whenever possible.
- **What role does networking play in your career?** Networking plays a significant role in expanding one's professional opportunities. I have made it a point to build relationships with fellow lawyers, clients, and industry experts. Networking has not only helped me learn from others but has also provided valuable opportunities for collaboration, which ultimately contributes to the success of my practice. I believe in the power of connection and mutual support in achieving professional growth.
- **How do you deal with the emotional aspect of law, especially when cases involve personal or sensitive issues?** The emotional aspect of law can be challenging, especially when dealing with sensitive matters. However, I maintain a professional demeanor and focus on providing the best legal

representation for my clients. I listen with empathy but remind myself that my role is to handle the legal complexities with objectivity. I find it essential to compartmentalize emotions to maintain clarity and provide my clients with the most effective legal counsel.

- **How do you approach a case when you know the odds are against you?** I thrive in situations where the odds are stacked against me. I see challenges as opportunities to think outside the box and approach cases from unique angles. I always conduct thorough research, explore all available legal avenues, and collaborate with experts to strengthen my position. My approach is to turn obstacles into advantages by using a strategic and aggressive approach to litigation.
- **What is your view on the evolving role of technology in the legal field?** Technology has become an integral part of legal practice. From legal research and case management to virtual hearings and client communication, it is reshaping how lawyers work. I believe technology enhances efficiency, improves accuracy, and opens new opportunities for lawyers to collaborate across borders. I am committed to leveraging technology to streamline my practice and provide better services to my clients.
- **What are some of the most important lessons you've learned during your legal career?** The most important lesson I've learned is that success doesn't come overnight—it requires dedication, patience, and continuous learning. I've also learned the importance of building strong professional relationships, as they provide valuable support and insights. Another key lesson is that every case is unique, and flexibility is crucial. Being adaptable and responsive to change is essential in the legal profession.
- **How do you keep yourself motivated during particularly tough or prolonged cases?** During tough or prolonged cases, I stay focused on the bigger picture and the end goal. I break the

case down into manageable steps, which helps to maintain momentum and avoid feeling overwhelmed. I also remind myself of why I became a lawyer in the first place: to fight for justice and make a difference. This core motivation keeps me going, no matter how challenging the case becomes.

- **What is your approach to handling high-profile cases or media attention?** Handling high-profile cases requires a delicate balance between legal strategy and public relations. I ensure that my client's interests remain the priority while being mindful of how the case may be perceived in the media. I work closely with communication professionals to manage the narrative and control the flow of information, ensuring that we are always positioned in the best possible light.
- **How do you ensure that your clients trust your judgment and decisions?** Trust is built through consistent communication, transparency, and successful outcomes. I ensure that my clients are always well-informed about their case, the strategies I am employing, and the potential outcomes. By setting realistic expectations and delivering results, I build a foundation of trust. I also make sure to always act in their best interests, which further strengthens our professional relationship.
- **What do you consider to be your greatest professional achievement so far?** My greatest professional achievement is building a successful legal practice from scratch and earning the trust of my clients and colleagues. Securing favorable outcomes for my clients, especially in challenging commercial litigation cases, has been incredibly rewarding. Additionally, the support and recognition from mentors like Dr. Shrikant Hathi have validated the hard work and sacrifices I've made throughout my journey.
- **What qualities do you look for in a mentor or a professional relationship?** In a mentor, I value **wisdom, integrity, and a**

**genuine desire to help others succeed.** A mentor should offer guidance not only on legal matters but also on personal development and career growth. Trust, mutual respect, and a willingness to share knowledge are essential in any professional relationship. I am fortunate to have found these qualities in Dr. Shrikant Hathi, who has been an instrumental part of my growth.

- **How do you envision the future of your legal career?** I see myself continuing to expand my practice, taking on more complex, high-profile cases, and gaining recognition as a leader in my field. I also want to mentor young lawyers, helping them navigate the challenges of the profession and encouraging them to strive for excellence. My future goal is to not only achieve professional success but also contribute to the development of the legal community in a meaningful way.
- **How do you handle the pressure of managing multiple cases at once?** Time management and prioritization are key when managing multiple cases. I use tools to stay organized, set clear timelines for each case, and delegate tasks when necessary. I also ensure that I don't compromise the quality of my work by setting realistic deadlines and avoiding overloading myself. This approach helps me stay focused and deliver optimal results for all my clients.
- **What is your advice to young women aspiring to enter the legal profession?** My advice would be to embrace your strengths and never let anyone undermine your abilities. The legal profession can be challenging, but perseverance and hard work will help you overcome any barriers. Seek out mentors, stay curious, and never stop learning. Your journey may not always be easy, but with determination and passion, you can succeed in this field.
- **What are the key qualities that define a successful lawyer, and how do you embody them?** A successful lawyer must

possess a deep understanding of the law, strong analytical skills, and the ability to think critically under pressure. I embody these qualities by constantly seeking to improve my knowledge, staying current with legal developments, and being strategic in my approach to each case. Additionally, persistence and resilience are vital traits, and I make it a point to keep pushing forward, regardless of the obstacles I may face.

- **How do you balance professional commitments with your personal life?** Balancing professional and personal life is a challenge, but I prioritize efficiency and organization. I set clear boundaries and manage my time meticulously to ensure that both aspects of my life receive the attention they deserve. I also believe in maintaining a healthy work-life balance by taking time for self-care and personal interests, which helps me stay focused and energized in my legal practice.
- **Can you describe a challenging legal issue you faced and how you overcame it?** One of the most challenging issues I faced involved a complex maritime case with cross-border jurisdictional challenges. The case was riddled with legal intricacies, and there was significant pressure from both sides. I overcame this challenge by conducting extensive legal research, consulting with international legal experts, and developing a multi-pronged strategy that accounted for both domestic and international legal principles. Ultimately, the case was resolved favorably for my client, and the experience strengthened my confidence and problem-solving abilities.
- **How do you stay updated on changes in the legal landscape?** Staying updated is essential in the ever-evolving legal landscape. I regularly attend legal seminars, workshops, and webinars to stay informed of the latest trends and developments. I also read legal journals, follow prominent legal blogs, and participate in discussions with peers and mentors. This continuous learning ensures that I am always ahead of the curve and can offer the most up-to-date legal advice to my clients.

- **What role does mentorship play in your career development?** Mentorship has played a pivotal role in my career development. I've been fortunate to have had Dr. Shrikant Hathi as a mentor, whose guidance and support have been invaluable. A good mentor provides not only legal wisdom but also insights into personal and professional growth. Through mentorship, I've learned to navigate challenges more effectively and have gained the confidence to take on more complex cases.
- **How do you approach cases that are particularly time-sensitive or urgent?** When handling time-sensitive cases, I adopt a proactive and organized approach. I immediately assess the urgency of the situation, prioritize the necessary actions, and mobilize my resources. I believe in clear and constant communication with my clients to keep them informed of the progress. For such cases, I may also adjust my schedule to ensure that I can devote the necessary time and attention to securing the best possible outcome.
- **How do you handle failure, especially when a case does not go as planned?** Failure is a natural part of the legal profession, and I view it as an opportunity for growth. When a case does not go as planned, I take a step back to analyze what went wrong and identify areas for improvement. I consult with colleagues and mentors to learn from the experience. I always remind myself that each setback is a lesson, and I use that knowledge to refine my approach for future cases.
- **What strategies do you employ to maintain your competitive edge in a crowded legal market?** To maintain my competitive edge, I focus on continually improving my legal knowledge, developing strong client relationships, and leveraging my unique skills. I differentiate myself by being highly result-oriented and aggressive in my pursuit of justice. I also actively engage with professional networks, build a robust online

presence, and offer value-added services to clients, ensuring they receive the best possible outcomes.

- **Can you share an instance where your aggressive approach led to a successful outcome?** In a recent case, I adopted an aggressive strategy to challenge the opposing party's weak claims. By presenting a series of compelling arguments, engaging in rigorous cross-examination, and pushing for a quick resolution, I was able to secure a favorable outcome for my client. My ability to remain relentless and confident in my approach led to a decision that not only benefitted my client but also demonstrated the effectiveness of my litigation tactics.
- **How do you handle criticism, whether from clients or colleagues?** I view criticism as an opportunity to improve. When receiving feedback from clients or colleagues, I remain open-minded and reflective. I listen carefully to understand the concerns raised, analyze whether there is merit to the criticism, and take appropriate steps to address it. Criticism is essential in refining my approach, and I use it constructively to become a better lawyer and professional.
- **What is your strategy for building long-term relationships with clients?** Building long-term relationships with clients involves understanding their needs and providing consistent value. I make it a priority to communicate regularly with clients, providing them with updates and insights into their cases. I also ensure that I am accessible and responsive, which fosters trust. By delivering successful outcomes and maintaining a professional yet personal approach, I've been able to establish lasting relationships with my clients.
- **How do you stay focused during long trials or legal procedures?** During long trials or legal procedures, maintaining focus is crucial. I break down the process into smaller, manageable tasks and take regular breaks to recharge. I also stay

organized, keeping detailed notes and following a structured plan to ensure I stay on track. I remind myself of the ultimate goal: to secure the best possible outcome for my client. This keeps me motivated and focused even during the most demanding parts of a trial.

- **What is the most important lesson you have learned from your struggles growing up?** Growing up in a small town, I learned the importance of perseverance, humility, and hard work. My struggles taught me that success is not handed to you but earned through dedication and effort. I also learned that resilience is key—no matter how difficult the circumstances, staying focused on your goals can help you overcome any obstacle. These lessons have shaped my approach to both life and law, keeping me grounded and driven.
- **How do you manage the stress and pressure that come with being an ambitious lawyer?** Managing stress is essential to maintaining productivity and mental health. I use a combination of techniques, such as regular exercise, mindfulness, and time management, to cope with the pressures of my work. I also make it a point to maintain a strong support network of colleagues, friends, and family who offer emotional support and encouragement during stressful times. This balance helps me stay focused and energized, allowing me to perform at my best.
- **What distinguishes you from other lawyers in your field?** What distinguishes me is my aggressive yet result-oriented approach. I am committed to achieving the best outcomes for my clients, and I approach each case with a strategic mindset. I am not afraid to challenge conventional methods and am always looking for innovative solutions. My background, including the guidance of Dr. Shrikant Hathi, has shaped my practice and allowed me to offer unique insights and approaches to legal challenges.

- **What do you think the future of law in India looks like, and how do you see yourself contributing to it?** The future of law in India is bright, with growing opportunities in various sectors such as technology, corporate law, and international arbitration. I see myself contributing to the future of law by not only excelling in my practice but also helping shape the legal landscape through mentorship and advocacy for systemic reforms. I aim to use my position to influence positive change, particularly in areas related to women's rights and legal empowerment.
- **How do you deal with the ethical dilemmas that arise in the legal profession?** Ethical dilemmas are part of the profession, and I approach them with integrity and transparency. When faced with an ethical challenge, I consult with mentors, colleagues, and ethical guidelines to ensure that I am making the right decision. I prioritize honesty and fairness, even when the situation is difficult, because maintaining ethical standards is essential to preserving trust and credibility in the legal field.
- **What steps do you take to ensure the confidentiality of your clients?** Protecting client confidentiality is one of my top priorities. I ensure that all case-related communications are kept secure and confidential, using encrypted channels when necessary. I also educate my team about the importance of confidentiality and implement policies to ensure that sensitive information is only shared with authorized parties. This approach helps maintain trust and ensures that clients feel comfortable confiding in me.
- **How do you prepare for an important case?** Preparation is key to success. Before any important case, I conduct exhaustive research, study the relevant legal precedents, and anticipate the opposing party's arguments. I also meet with my client to understand their needs and expectations fully. Throughout the process, I maintain a clear strategy and practice my arguments to ensure I can present a strong, compelling case in court.

- **What advice would you give to someone just starting out in the legal profession?** My advice would be to remain focused and dedicated. The legal profession can be challenging, but with hard work, persistence, and a willingness to learn, you can succeed. Don't be afraid to seek guidance from mentors and colleagues, as they can offer valuable insights. Most importantly, be patient with yourself—building a successful legal career takes time and effort, but it is immensely rewarding.
- **How do you approach working with a team on a complex case?** In complex cases, collaboration is key. I approach teamwork with open communication, clear division of tasks, and mutual respect for each person's expertise. I ensure that everyone is aligned on the strategy and goals and that there is constant feedback throughout the process. I believe in leveraging each team member's strengths and fostering a supportive environment where ideas can be freely exchanged. By working together efficiently, we can create a more comprehensive and effective case strategy.
- **What's the most fulfilling aspect of your work as a lawyer?** The most fulfilling aspect of my work is achieving justice for my clients, particularly when the case seems difficult or complex. Helping individuals and businesses navigate the legal system and securing positive outcomes for them is incredibly rewarding. Whether it's a successful verdict or a fair settlement, knowing that my work has made a real difference in someone's life keeps me motivated and passionate about my profession.
- **What do you think is the most important skill a lawyer should have, and why?** I believe the most important skill for a lawyer is effective communication. Whether in court, in meetings with clients, or in written documents, the ability to clearly articulate arguments, present evidence, and persuade others is crucial. Good communication fosters understanding, helps establish trust with clients, and is essential to achieving favorable outcomes in legal proceedings. Without clear communication, even the best legal strategies can fail to make the desired impact.

- **How do you deal with clients who have unrealistic expectations?** Managing client expectations is an essential part of my role. I ensure that from the very beginning, I communicate clearly about the legal process, potential outcomes, and risks. If a client has unrealistic expectations, I explain the situation with honesty and empathy, providing them with a realistic understanding of what can be achieved. Setting clear, achievable goals helps both the client and me stay focused and ensures that we are on the same page throughout the process.
- **What role does technology play in your legal practice?** Technology plays an increasingly important role in legal practice, from research tools to case management systems. I make use of various legal databases, case management software, and communication tools to streamline my work and stay organized. Technology also enables me to collaborate more efficiently with colleagues and clients, particularly when dealing with complex, multi-jurisdictional cases. Embracing technology helps me be more effective, responsive, and time-efficient in my legal practice.
- **Can you discuss a case where you had to deal with an unexpected legal complication?** I once worked on a case where an unexpected complication arose due to a change in legislation just days before the court hearing. The new law affected the legal strategy we had planned, and it required quick adaptation. I immediately conducted in-depth research on the implications of the new legislation, consulted with experts, and revised the case strategy. Through quick thinking and adaptability, I was able to present a strong case, and we ultimately secured a favorable outcome.
- **What are some challenges that women face in the legal profession, and how have you overcome them?** Women in the legal profession often face challenges such as gender bias, unequal opportunities for advancement, and a lack of

representation in leadership roles. I have faced these challenges head-on by working diligently, proving my skills through results, and advocating for myself. I also support other women in law by offering mentorship and working toward creating more equitable opportunities in the profession. Overcoming these obstacles requires resilience, but I believe that women can and should take up space in the legal field.

- **What is your approach to cross-examination in court?**  
Cross-examination is a critical aspect of trial work, and my approach is always strategic. I prepare thoroughly by reviewing witness statements, identifying contradictions or weaknesses, and formulating questions that will cast doubt on the opposing party's position. I aim to maintain control of the witness while remaining composed and respectful. My goal is to expose inconsistencies and highlight key points that support my case, all while keeping the process efficient and impactful.
- **How do you handle client concerns regarding legal costs?**  
Legal costs can often be a concern for clients, so I ensure transparency from the outset. I provide a clear breakdown of the expected costs, explain billing structures, and discuss payment plans if necessary. If a client expresses concerns, I listen carefully to their worries and work with them to find solutions that are fair and manageable. In some cases, I may offer alternative fee arrangements or provide suggestions for reducing costs without compromising the quality of legal representation.
- **Can you talk about a time when your negotiation skills led to a successful settlement?**  
In a recent corporate dispute, I was able to use my negotiation skills to broker a settlement that was far more favorable than going to trial would have yielded. The case involved multiple parties with competing interests, but I was able to facilitate a constructive dialogue, find common ground, and propose a mutually beneficial solution. The settlement saved both parties time and money and resulted in a positive outcome that aligned with my client's goals.

- **How do you deal with situations where you have to work with difficult clients or opposing counsel?** Working with difficult clients or opposing counsel requires professionalism and patience. I always strive to keep communication clear and respectful, even if the other party is difficult. If a client is challenging, I try to understand their concerns and find ways to address them, ensuring they feel heard while maintaining realistic expectations. When dealing with difficult opposing counsel, I focus on the facts of the case, maintaining a professional demeanor, and avoiding personal conflict to ensure that the focus remains on the legal issues at hand.
- **What is the best piece of legal advice you've ever received?** The best piece of legal advice I've received is to always put the client's interests first while maintaining ethical standards. It is essential to be both aggressive and strategic in advocating for a client, but it is equally important to ensure that our actions are just and legal. This balance of client-centered focus and ethical conduct is the foundation of a successful and respected legal practice.
- **How do you ensure the best outcome in cases where the law is unclear or ambiguous?** In cases where the law is unclear, I take a meticulous approach. I begin by researching relevant precedents, seeking guidance from experts, and exploring all possible interpretations of the law. I also look at similar cases in other jurisdictions to understand how courts have dealt with similar issues. When appropriate, I advocate for a legal interpretation that supports my client's position while maintaining consistency with the broader principles of law. It's essential to be thorough, innovative, and prepared for any challenges that arise in such cases.
- **What do you believe sets Brus Chambers apart from other law firms?** Brus Chambers stands out because of its strong commitment to delivering results, not just advice. The firm

fosters a dynamic and collaborative environment that emphasizes innovation and strategic thinking. With senior professionals like Dr. Shrikant Hathi, Brus Chambers is known for its depth of experience and its aggressive yet ethical approach to legal issues. The firm's focus on achieving favorable outcomes for clients, even in complex and high-pressure situations, is what truly distinguishes it from other firms.

- **What are your future career goals, and how do you plan to achieve them?** My future career goals include becoming a leading advocate in maritime law, building a national presence, and eventually contributing to the legal reforms in India. I plan to achieve these goals by continuing to work hard, staying updated with legal advancements, seeking mentorship, and contributing to the legal community through thought leadership and advocacy. Additionally, I aim to expand my practice to international legal matters, positioning myself as a global leader in my field.