



## Q&amp;A



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**Q** *What, in your opinion, is the biggest difference between working on an external advisory team and being on the in-house M&A team?*

**A** While being an in-house lawyer and working as an external lawyer in a law firm share similarities, they also present distinct differences. Fundamentally, the role of a lawyer remains consistent: to safeguard the interests of the client within the bounds of the law. However, the nature of the client and the context of legal decision-making can vary significantly.

As an in-house lawyer, your client is the business itself. This role often involves making critical decisions, such as whether or not to proceed with a transaction. This requires a delicate balancing act, weighing the potential benefits and risks from a holistic business perspective — a challenge not typically faced by external lawyers.

Having previously been an in-house lawyer, I now appreciate the pressures that in-house lawyers face. They must ensure legal costs remain within budget, and provide justifications when budgets are exceeded. This financial scrutiny adds another layer

of complexity to their responsibilities, and providing them with advance notice helps them manage their stakeholders.

**Q** *When things go wrong, what advice would you give about moving on?*

**A** Do not panic! Panicking reduces your ability to effectively handle the situation. Instead, focus on finding a solution by discussing the issue with your supervisors and colleagues. Often, colleagues have faced similar situations, and you can benefit from their experience. Once the situation is resolved, take the time to learn from it. Implement safeguards to prevent it from happening again, and share your insights with the team to help avoid similar issues in the future. Also, if something went wrong on a file, be cautious next time, but do not let this experience make you doubt your work or yourself. In this job, every challenge is an opportunity to learn and grow.

**Q** *What do you do to celebrate the closing of a big deal?*

**A** It is easy to forget to celebrate closings. We are often drained by the end of a deal, or immediately moving on to the

next one. However, it is important to take the time to acknowledge the hard work and long hours invested in successfully closing a deal. Moving forward, I will make sure to celebrate these achievements, not only with the team, but with the client as well. This is an opportunity to connect with the client without the time pressures of the deal.

**Q** *What is one thing that makes your life easier and that you really wouldn't want to do without?*

**A** To-do lists are indispensable for my daily routine. I cannot begin my day without creating one. Often, this involves rewriting the list from the previous day, which helps me reassess the tasks at hand and prioritise their urgency. In this line of work, priorities can shift daily, making it crucial to have a clear plan to ensure nothing is overlooked. The satisfaction of crossing an item off the list is incredibly rewarding and provides a sense of accomplishment, even if it is just sending a follow up. 📌

