

1. Record Nr.	UNINA9910452942303321
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Titolo	The generalist counsel [[electronic resource] ] : how leading general counsel are shaping tomorrow's companies // Prashant Dubey, Eva Kripalani
Pubbl/distr/stampa	Oxford ; ; New York, : Oxford University Press, 2013
ISBN	0-19-996782-2
Descrizione fisica	1 online resource (212 p.)
Altri autori (Persone)	KripalaniEva
Disciplina	346.73/066023
Soggetti	Corporate lawyers - United States Lawyers - United States Electronic books.
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Cover; Contents; Introduction; 1. The Generalist Counsel Emerges; A Brief Historical Perspective; Things Begin to Change; Another Transformation; Changing Rewards; 2. Shaping the Path; How Others Shaped the Seat; Responders and Creators; Co-opting Labels; Fatalist; An Example of a Fatalist GC; Careerist; Example of a Careerist GC; Opportunist; An Example of an Opportunist GC; Daring to be Different; How Opportunism Leads to Opportunity; (Creating the Opportunity) To Get to the Commercial Side of the House; 3. Law Firm to Corporation: Risks and Rewards; Advantages of a Law Firm; Image Being the Expert and Practicing LawA Safer Place?; Revenue Generator v. Overhead; The Water Cooler; A More Tolerant Environment; Choosing to Make the Move; Part of a Real Business; Social Responsibility; Compensation; Billable Hours and Work-Life Balance; 4. Transitioning from Firm to Corporation; Back to School; Enhancing the Curriculum; Law Firm Training; Baptism by Fire; The Suit Won't Fit Right "Off the Rack"; The Smartest Guy in the Room?; Building the Risk-Value Chops; Herding Cats; Teamwork; The Truth Shall Set You Free; Look Before You Leap; Make Sure They Support You Evaluating an OfferIt's Not Just About the Money; Managing Costs and Resources; 5. How a General Counsel Builds, Leads and Manages a Team; Assessing and Building the Internal Team; Knowing Your Scope

and Addressing Early Challenges; Things They Didn't Teach You in the Law Firm; Follow the Leader; Where Does the Money Go?; What Should We Be Doing and Who Should Be Doing It?; Bringing the Outside . . . Inside; The Other Side of the Story; 6. Moving from General Counsel to Generalist Counsel; Understanding the Business; Effective Communication; Establishing Credibility Building Relationships and Trust Demonstrating Leadership; The Unique Point of View; At the End of the Day; 7. The Many Hats of the Generalist Counsel; The Chief Operating Officer Hat; GC as Chief Strategy Officer; The Chief Information Officer Hat; eDiscovery and the General Counsel; eDiscovery as Bridge Builder; Information Governance; Root Cause; Cracking the Code; Intersection of Technology and Law-Generalist Counsel as Bridge; Considerations in Content Management Strategy Execution; Policy "Wonk" Hat; Leader and Culture Czar Hat; The Arbiter and Voice of Reason Hat; Other Critical Roles 8. Roadmap to the Top Rearranging the Building Blocks; Industry Agnostic or Industry Specific?; Jeff Kindler; Credentialing; Managing the Spotlight; Other Stories; Angela Braly; Lloyd Blankfein; Frank Blake; Brian Moynihan; The Road Ahead; 9. A Note of Caution; It Comes with the Territory; Ignorance is No Excuse; Peril from the Server Room; Close, but Not Too Close; Residing in Two Worlds; Know Which Hat You Are Wearing; 10. Implications of the Evolution; For General Counsel (and Those Aspiring to the Role); Need for Continuous Improvement; Profile of Today's GC Candidate; A Note of Caution For Outside Law Firms and Their Relationships with General Counsel

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Sommario/riassunto

In the past two decades, the General Counsel in many companies has risen in importance, and the GC is now often involved in business strategy from the inception. Consequently, the position has become more desirable, lucrative, and competitive. Those who achieve it are required to be better versed in the same fundamental principles of business practice and leadership as other senior executives. In *The Generalist Counsel: How Leading General Counsel are Shaping Tomorrow's Companies*, Prashant Dubey and Eva Kripalani offer guidance for lawyers making the transition to company leadership. They desc

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