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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

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
