

1. Record Nr.	UNINA9910824537203321
Titolo	Managing the modern law firm [[electronic resource] ] : new challenges, new perspectives / / edited by Laura Empson
Pubbl/distr/stampa	Oxford, : Oxford University Press, 2007
ISBN	1-383-04410-4 1-281-14564-5 9786611145644 0-19-153800-0 1-4294-9196-5
Descrizione fisica	1 online resource (263 p.)
Altri autori (Persone)	EmpsonLaura
Disciplina	340.068
Soggetti	Law offices
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes bibliography and index.
Nota di contenuto	Contents; List of Figures; List of Tables; Notes on Contributors; PROLOGUE; 1. INTRODUCTION AND OVERVIEW; 2. YOUR PARTNERSHIP: SURVIVING AND THRIVING IN A CHANGING WORLD: THE SPECIAL NATURE OF PARTNERSHIP; 3. YOUR PEOPLE: VALUING DIVERSITY: SOME CAUTIONARY LESSONS FROM THE AMERICAN EXPERIENCE; 4. YOUR EXPERTISE: DEVELOPING NEW PRACTICES: RECIPES FOR SUCCESS; 5. YOUR CLIENT RELATIONSHIPS AND REPUTATION: WEIGHING THE WORTH OF SOCIAL TIES: EMBEDDEDNESS AND THE PRICE OF LEGAL SERVICES IN THE LARGE LAW FIRM MARKET 6. YOUR INCOME: DETERMINING THE VALUE OF LEGAL KNOWLEDGE: BILLING AND COMPENSATION PRACTICES IN LAW FIRMS 7. YOUR CAPITAL: BUILDING SUSTAINABLE VALUE: A CAPITAL IDEA; 8. YOUR COMPETITORS: MAPPING THE COMPETITIVE SPACE OF LARGE US LAW FIRMS: A STRATEGIC GROUP PERSPECTIVE; 9. YOUR ETHICS: REDEFINING PROFESSIONALISM? THE IMPACT OF MANAGEMENT CHANGE; 10. YOUR CHALLENGE: SUSTAINING PARTNERSHIP IN THE TWENTY-FIRST CENTURY: THE GLOBAL LAW FIRM EXPERIENCE; Bibliography; Index
Sommario/riassunto	Law firms face unique organizational, managerial, and business issues, such as the role of partners, new practice development, payment

systems, the value of legal knowledge, career development, and competitive advantage. This book investigates these particular challenges and is ideal for anybody researching or managing professional service firms. - ;The last ten years have been a period of extraordinary change for law firms. The rapid growth of corporate law firms and the emergence of global mega-firms such as Clifford Chance, Linklaters, and Freshfields, have strained the traditional partners

---