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Autore	Lee Keith Robert
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Nota di contenuto	Cover; Title page; Copyright page; Contents; Foreword; Introduction; Part One; Law School; Do Not Go to Law School; Choose Classes That Matter; Reputations and Networking Begin in Law School; Build Lasting Relationships; A Tenuous Balance: Family, Friends, & Law School; Manage Expectations; Communicate; Keep Your Commitments; Sleep; Plug Your Leaks; The Final Push; Part Two; Fundamental Skills; On The Importance of Stealing; Writing Well; Every Word Matters; Two Writing Tips For The Litigators (But Applicable For Everyone); Avoid Hyperbole; Be Temperate Inside Baseball and George Orwell's Six Rules For Clear Writing Churchill's Five Elements of Persuasive Speaking; Public Speaking; 1) Control Your Body; 2) Control Your Mind; 3) Control Your Voice; Dress Up; Part Three; Clients and Client Service; The Privilege of Being a Servant; Shifting Perspectives; A Valuable Lesson-Rule #1; Wal-Mart Efficiency with Neiman Marcus Feel; But What About Quality?; Quality Work Does Not Mean Quality Service; Lawyers Face The Same Problem; Attracting Clients and Business Development; Establishing a Personal Narrative Greybeard Advice for Success As A New Lawyer Telling Them What They Don't Want To Hear; Relationships Are the Currency of Business; Dan Hull's 12 Rules of Client Service; Part Four; Professional Development; Mastery is a Journey, Not a Destination; Peter Drucker's Four Universal

Entrepreneurial Disciplines; To Sharpen Is to Destroy; So Good They Can't Ignore You; So What's the Alternative?; The Professional Lives Behind the Scenes and Pays the Price; Inside the Prison, There Is a Prison; Personal Strategic Planning for New Lawyers; Organize Dissent Five Basic Mistakes to Avoid in Your First Job at a Firm Nature Loads the Gun, Behavior Pulls the Trigger; You Can't Wait Until You're Ready; Making Plans and Changing Habits; The Structure of a Habit; Address Incongruities; Are You A Worker Bee or A Renegade Killer Bee?; Personal Branding Is Stupid; How to Conduct Yourself Online (or Not); Busy v. Remarkable; How You Confront Your Day Is Your Choice; There Has Never Been a Better Time to Be a Lawyer; Chance Favors the Prepared; Afterword; Acknowledgments; Resources; Books; General Practice; Writing; Online; Criminal Law
Free Speech and Other Censorious Behavior General Practice; News; Writing; About the Author; Index

Sommario/riassunto

The Marble and the Sculptor provides readers with a clear path from law student to lawyer, with a fundamental understanding of what it expected of him or her as a new attorney: the triumphs and tragedies, the ups and downs, and the wins and losses. It will provide a foundation from which new lawyers can grow and build their own successful careers. In other words, it is THE go-to handbook for all aspiring new lawyers.

2. Record Nr.	UNISALENTO991002340789707536
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