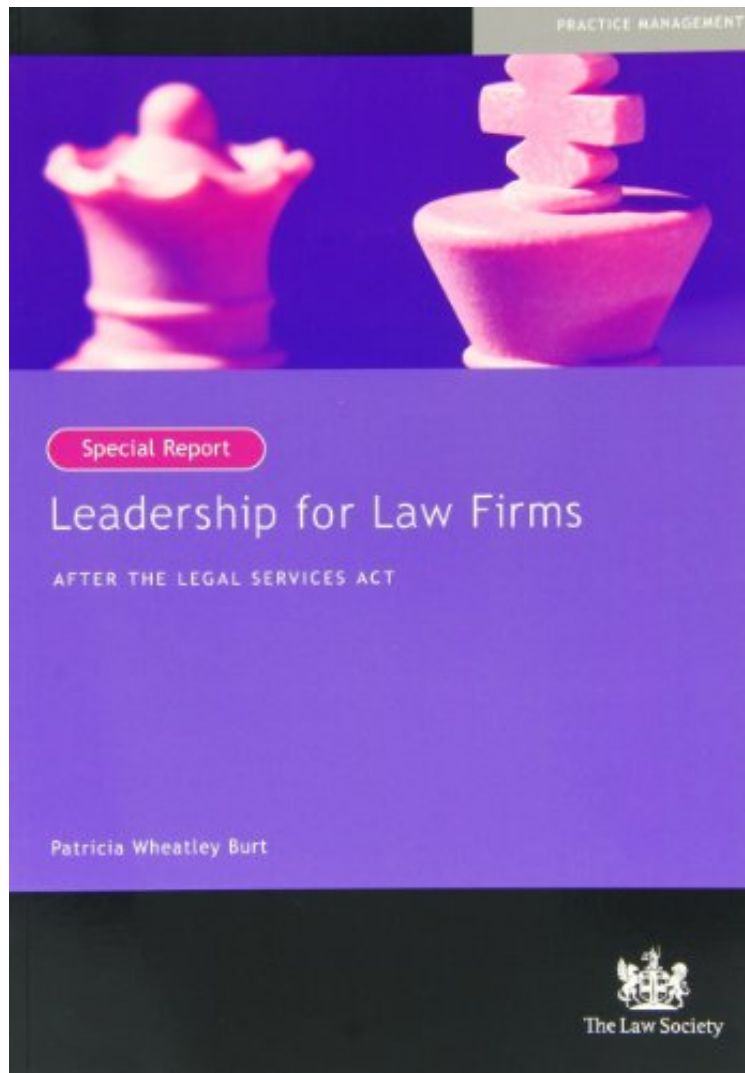


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## Leadership for Law Firms: After the Legal Services Act

*Burt Patricia Wheatley*

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With the full implementation of the Legal Services Act 2007 (LSA) in 2011, the relevance of leadership in law firms assumes a new importance. Managing Partners and incoming CEOs will be faced with huge choices about how to direct and lead their firms as well as decisions that may ultimately affect their survival. These challenges come not just from the impact of the LSA, rate increases in Professional Indemnity Insurance and changes in legal aid funding but

also from changes in client expectation. Leadership for Law Firms contains integrated research and anecdotal findings from over 70 interviews with Managing Partners, CEOs and other experts. The report offers practical guidance on the particular challenges faced by contemporary law firm leaders. The report discusses: \* the definition of leadership and how it differs from management \* what firms need from a leader, and the qualities a leader should offer \* matching the leader to the firm's strategic needs and partner following \* how decision-making structures enable or inhibit innovative leadership \* career leadership - the importance of succession planning in and out of the Managing Partner role Offering invaluable advice for every law firm from the established to those new to the market, Leadership for Law Firms offers practical guidance on all aspects of leadership based on extensive original research.

'Leadership for Law Firms is an interesting report, produced at an apt time - There has rarely been a more important time to take care in choosing the leader of a law firm. For firms of all sizes, the immediate future contains both huge challenges and significant opportunities' Eduardo Reyes, Law Society Gazette 'The Legal Services Act affects every law firm in England and Wales - All must consider their future strategy and the leadership required to help achieve that. This book provides helpful signposts along what for many could be a difficult and daunting path.' Head of Professional Practices Group, Baker Tilly About the Author Patricia Wheatley Burt has over 20 years' experience as a management consultant specialising in the legal and professional sectors. As a director of Trafalgar - the People Business, Patricia provides pragmatic people and performance management consultancy and development including leadership and management, amongst other subjects. She has written many articles and two books; The Role of the Managing Partner (2007) and Profitable Performance Management (2006).