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Legal Project Management, Pricing, and Alternative Fee Arrangements

Jim Hassett, Ph.D.
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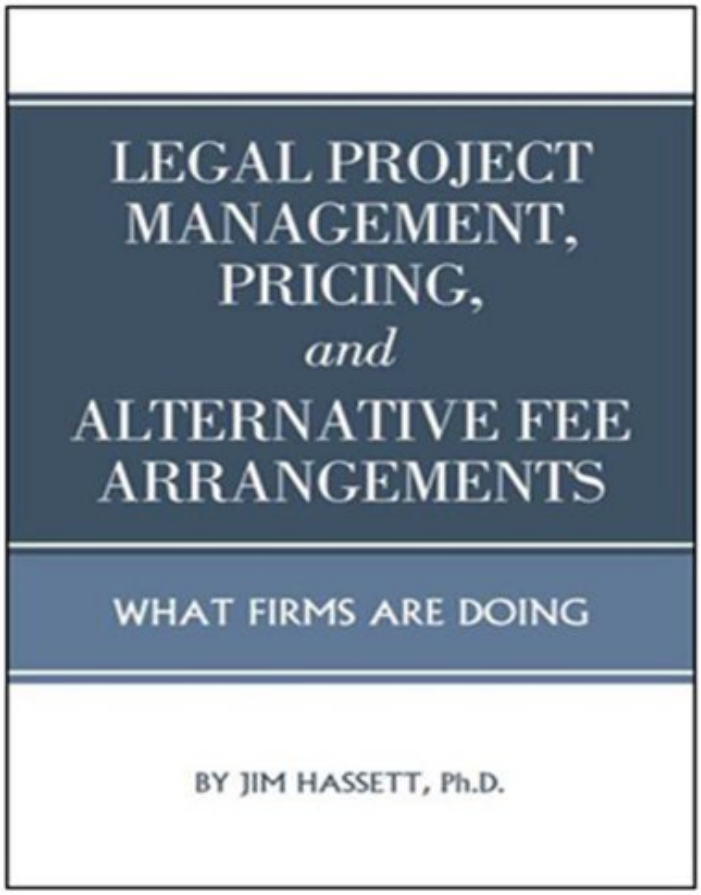

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This book describes what leading law firms are doing to transform the way they plan, manage, and price legal work. It begins by describing how the legal profession is changing, and explains why legal project management is so important to future success. Consultant Jim Hassett then describes eight key issues in legal project management and reviews a

number of case studies to illustrate the wide variety of approaches that different firms are taking to change lawyers behavior. The book then discusses the theory behind changing models of law firm pricing, and what leading firms are actually doing in practice, including alternatives to the traditional billable hour. Finally, the book concludes with a list of 10 key recommendations to help law firms adapt to the changing marketplace.

A great reference for both law firm and in-house personnel This book provides fundamental insights into the latest practices in legal pricing and project management --Keith Maziarek, Senior Project Manager, Strategic Initiatives, DLA Piper LLP (US)A great resource As an office managing partner, I found myself saying over and over again, _____ would really benefit from this chapter. --William A. Nolan, Managing Partner, Columbus Office, Barnes ThornburgJim s book is a true testament to the changing legal landscape supported by numerous case studies and facts representative of firms in various stages of their LPM maturity. For an industry historically known for asking, What is everyone else doing? this book answers that question and ignites a sense of urgency for lawyers and law firms to pay attention to the drum beat of the cultural transformation taking place within the legal industry. To ignore the advice and advances laid out in this book regarding LPM and pricing would be a significant oversight by the reader. --Kim Craig, Director of Legal Project Management Office, Seyfarth Shaw LLPAbout the AuthorJim Hassett is the founder of LegalBizDev, which helps law firms increase profitability by improving project management, business development, and alternative fees. Before he started working with lawyers, Jim had 20 years of experience as a sales trainer and consultant to companies from American Express to Zurich Financial Services. He is the author of 11 books, including The Legal Project Management Quick Reference Guide and The LegalBizDev Survey of Alternative Fees.