

The book was found

# Legal Project Management, Pricing, And Alternative Fee Arrangements



## Synopsis

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.

## Book Information

Paperback: 258 pages

Publisher: LegalBizDev (February 14, 2013)

Language: English

ISBN-10: 0988657503

ISBN-13: 978-0988657502

Package Dimensions: 8.8 x 6 x 0.9 inches

Shipping Weight: 13.6 ounces (View shipping rates and policies)

Average Customer Review: 3.4 out of 5 stars 2 customer reviews

Best Sellers Rank: #1,085,043 in Books (See Top 100 in Books) #102 in [Books > Law > Law Practice > Law Office Education](#) #1739 in [Books > Business & Money > Management & Leadership > Project Management](#) #13982 in [Books > Business & Money > Skills](#)

## Customer Reviews

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 & Thornburg Jim'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 LLP

Jim 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.

A good starting place to learn how stay ahead of the rapid change in the legal profession. I will share this book with the other attorneys in my firm and begin to implement LPM in my practice

Few original idea, but some parts were not bad, if you are beginner in this field.

[Download to continue reading...](#)

Legal Project Management, Pricing, and Alternative Fee Arrangements Project Management: Secrets Successful Project Managers Already Know About: A Beginner's Guide to Project Management, nailing the interview, and essential skills to manage a project like a Pro Agile Project Management: QuickStart Guide - The Simplified Beginners Guide To Agile Project Management (Agile Project Management, Agile Software Development, Agile Development, Scrum) Project Management for Musicians: Recordings, Concerts, Tours, Studios, and More (Music Business: Project Management) Agile : Agile Project Management, A QuickStart Beginners 's Guide To Mastering Agile Project Management ! Agile Project Management, A Complete Beginner's Guide To Agile Project Management! Project Management for Healthcare (ESI International Project Management Series) Agile Project Management QuickStart Guide: A Simplified Beginners Guide To Agile Project Management Graphic Artist's Guild Handbook of Pricing and Ethical Guidelines (Graphic Artists Guild Handbook: Pricing & Ethical Guidelines) Smart Pricing: How Google, Priceline, and Leading Businesses Use Pricing Innovation for Profitabilit (paperback) Smart Pricing: How Google, Priceline, and Leading Businesses Use Pricing Innovation for Profitability Modern Portfolio Theory, the Capital Asset Pricing Model, and Arbitrage Pricing Theory: A User's Guide How to Sell at Margins Higher Than Your Competitors : Winning Every Sale at Full Price, Rate, or Fee Radar Techniques Using Array Antennas (FEE radar, sonar, navigation & avionics series) The Clear Principles Of Islamic Jurispudence (Al Waadih Fee Usul Al Fiqh): Volume 1 & Volume 2 The Future of Pricing: How Airline Ticket Pricing Has Inspired a Revolution Practical Pricing: Translating

Pricing Theory into Sustainable Profit Improvement The Handbook of Alternative Assets: Making money from art, rare books, coins and banknotes, forestry, gold and precious metals, stamps, wine and other alternative assets Project Management: The Managerial Process with MS Project (The Mcgraw-Hill Series Operations and Decision Sciences) Revised An Introduction to Project Management, Fourth Edition: With Brief Guides to Microsoft Project 2013 and AtTask

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)