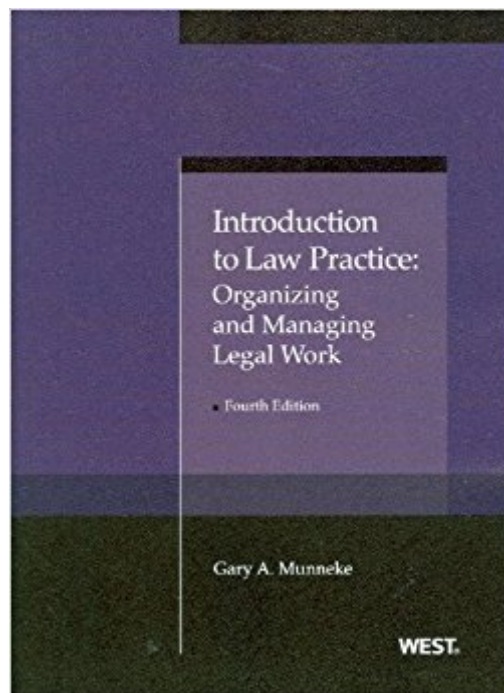




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# Introduction To Law Practice: Organizing And Managing Legal Work (American Casebook Series)



## Synopsis

This casebook introduces practice management skills in a variety of areas, including formation of a firm, development of a marketing plan, hiring and retaining staff, setting up a law office, leveraging intellectual work, marshalling IT resources, establishing office systems, setting and collecting fees, and managing a budget. This edition features an entirely new first section called "The Business of Law" which focuses on the economics of the profession. It looks at the changing business model of law firms and billing practices. This edition also has new sections focusing on creating "practice-ready" lawyers.

## Book Information

Series: American Casebook Series

Paperback: 544 pages

Publisher: West Academic Publishing; 4 edition (November 15, 2012)

Language: English

ISBN-10: 0314276459

ISBN-13: 978-0314276452

Product Dimensions: 9.9 x 7.3 x 1.1 inches

Shipping Weight: 2 pounds (View shipping rates and policies)

Average Customer Review: 2.9 out of 5 stars 2 customer reviews

Best Sellers Rank: #734,414 in Books (See Top 100 in Books) #66 in Books > Law > Law

Practice > Law Office Education #7358 in Books > Textbooks > Law

## Customer Reviews

Ok, this book seems to be a cash grab. It was last published in 2013, but still includes a 2001 article in chapter 14 about the relative merits of a Personal Digital Assistant (PDA), another 2001 article about the benefits of going paperless in an office. In fact, the whole chapter on Practice System components comes from the turn of the century. Technology and innovation have moved way beyond where this book is. It appears that the author just upped the edition number without really revising this book. It also includes "relevant" topics like how to feng shui your legal office if you are really interested. (Chapter 9)

Very helpful! Straight forward and to the point.

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