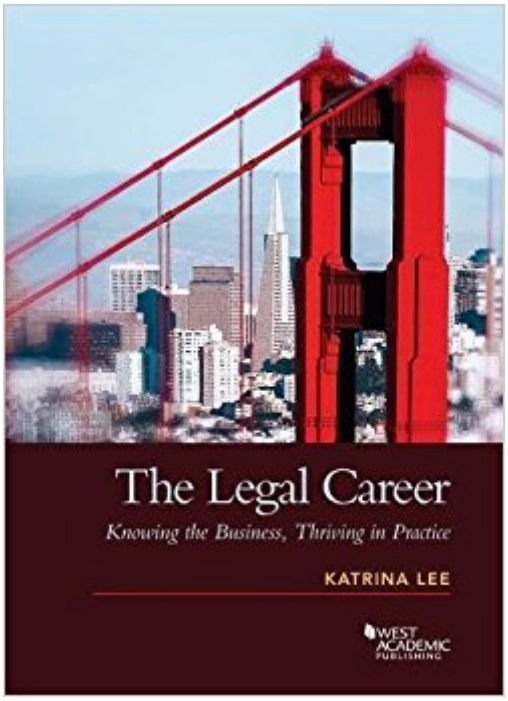
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The Legal Career: Knowing The Business, Thriving In Practice (Coursebook)



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Synopsis

A book about the business of law, The Legal Career: Knowing the Business, Thriving in Practice is indispensable reading for any prelaw student, law student, and lawyer. The Legal Career addresses key topics in the evolving legal profession and the business of law. It features chapters on law firms; the corporate client; the emergence of alternative legal service providers; legal technology; access to justice; employment and diversity in the legal profession; and legal education reform. Readers will learn from detailed, insightful interviews, including interviews with the general counsel of a major international company; the chief litigation officer of a Fortune100 company; a senior director of knowledge management at a Biglaw firm; a legal innovator who founded a pioneering legal process outsourcing company; and a legal tech startup CEO and co-founder. Interactive exercises and questions for reflection and discussion are included throughout the book.Ã Â

Book Information

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Customer Reviews

"Professor Lee brings the business of law to life in this insightful, engaging book. Lee weaves interviews with leading lawyers together with her own expertise to create a thoroughly captivating text. ... Lee writes thoughtfully about topics ranging from conventional law firm governance to legal tech, alternative service providers, improved access to legal services, diversity, employment opportunities for new lawyers, and lawyer satisfaction. This is the perfect text for courses and seminars focused on the business of law; it would also enrich courses on professional responsibility or the legal profession. Every Career Services Office will want a copy (or two!) to share with

students. Prospective law students and recent graduates will also benefit from this book. As Professor Lee makes clear, knowing the business of law is the key to thriving within our profession. Once you've read this book, gather a group of friends, colleagues, and coworkers to discuss the contents. Students and alumni can meet over this book; so can mentors and new lawyers. Whether you read this book on your own or share it with others, you will delight in Professor Lee's perspectives on the business of law."- Deborah Jones Merritt (John Deaver Drinko/Baker & Hostetler Chair in Law, Moritz College of Law, The Ohio State University)Ã¢â ¬â "Professor Katrina Lee's book is the first of its kind, a business of law coursebook designed for use in the law school classroom, and is critical to the development of the next generation of lawyers and legal professionals. Ã Â Much has changed in the legal industry since we first read Thomas Friedman's "The World is Flat." Ã Â Professor Lee, a former law firm equity partner in San Francisco, brings to law students practical guidance on how to navigate the new legal world through the eyes, experience and advice of in-house counsel, entrepreneurs, new law providers, and technology experts. Ã Â Working differently, more efficiently and understanding how technology and new ways of delivering legal services will impact legal service delivery will give this generation the tools necessary to succeed in their jobs as lawyers or other types of legal professionals."- Kunoor Chopra (Co-founder, Elevate Services)"Law school teaches you how to think like a lawyer, but in today's highly competitive world, it is imperative to bring more to the table: an understanding of the business world and law firms as businesses. A new book by law school professor and former law firm partner Katrina Lee fills this gap in the law school curriculum and provides law students and junior lawyers with thorough insights into the business side of law. Katrina Lee's book The Legal Career: Knowing The Business, Thriving In Practice should be required reading for every law student in the country. The Legal Career should be a staple in the career services' office of every law school. The book is designed to introduce law students and any person aspiring to be a lawyer to significant topics in the legal profession-- for example, the growing role of legal operations, the rise of legal services providers that are not law firms, and the impact of technology on the practice of law. Many blogs and articles discuss the future of the legal profession and the need for change, but no law school coursebook is designed to provide foundational knowledge about the evolving legal profession. Until now. With the arrival of The Legal Career, law students, aspiring law students, and junior lawyers will gain a solid grounding in the business of law and be far better equipped to navigate and thrive in the world of modern legal services delivery."- Dr. Silvia Hodges Silverstein (Executive Director of Buying Legal Council; Lecturer, Columbia Law School; Adjunct Professor, Fordham Law School)"It is critical to

lawyers' future success that they understand the business of law, the rapidly changing legal ecosystem, and disciplined approaches for innovating and leveraging combinations of people, process, and technology to improve the delivery of legal services. Professor Lee's book is an excellent resource on these subjects and the forces reshaping the legal landscape. Her book is accessible, engaging, and filled with discussion questions and scores of additional resources for further exploration."- Daniel W. Linna Jr. (Director of Legal RnD - The Center for Legal Services Innovation, Professor of Law in Residence, Michigan State University College of Law)"There's a growing chorus of commentators saying the legal profession needs change. Ã Â What's been lacking - until Professor LÃ¢â ¬â ee's book - is a blueprint for how law students can actually be a part of that change. With a mix of concrete examples, theory, and expert insights, The Legal CareerÃ¢â ¬â will influence a generation of law students to enter the profession better prepared to succeed. Ã Â The Legal Career fills a critical gap in legal education coursebooks. Its ten user-friendly, beautifully written chapters provide a strong business of law foundation for today's law student.Ã¢â ¬â "- Gabriel H. Teninbaum (Director of the Institute of Law Practice Technology & Innovation, Suffolk University Law School)

Katrina Lee, an associate clinical professor at The Ohio State University Moritz College of Law, teaches the business of law, legal writing, and negotiations. Before she became a professor, Katrina practiced law for more than 12 years. A corporate litigator in San Francisco, California, she was elevated to equity partner at her law firm during her sixth year of practice. Born and raised in San Francisco, Katrina earned her B.A. and J.D. degrees from the University of California at Berkeley. You can find Katrina on Twitter at @katrinajunelee.

This book should be required reading for anyone who may work for a law firm at some point in their career ÃƒÂ¢Ã â ¬Ã â œ in other words, all law students. So many lawyers become unhappy in their careers in part because they did not understand the daily realities of the legal profession, including the ins and outs of law firms and how they fit into the overall provision of legal services in the United States, early enough in their careers. They graduate from law school unprepared for the actual practice of law, and often spend years trying to figure out how various elements of the legal profession and its technological partners work together. This book prepares new lawyers to be more fully engaged in the profession from day one. It provides all the substantive knowledge that new lawyers need in order to understand how the legal profession works now - a vital complement to the substantive legal knowledge that law schools traditionally provide. It is also beautifully written and a

joy to read. The Legal Career: Knowing the Business, Thriving in Practice demystifies the 21st century law firm and its context, and does so in a way that is intelligent, accessible, and invaluable. It belongs on every lawyerÃƒÂ¢Ã â ¬Ã â„¢s bookshelf.

This is a wonderful book for anyone considering law school, attending law school, or recently graduated from law school. Professor Lee pulls the curtain aside to show how law firms and corporate legal departments really work. She examines the impact of technology, new business structures, employment trends, diversity, ethics, and access to legal services. She also explores ways for lawyers to find meaning in their work and balance their lives between the workplace and other passions. Lee brings her own expert perspective to these issues, as well as the words of leading lawyers she interviewed for the book. Best of all, this is an engaging read rather than a dry text. You'll learn a lot--even if you've practiced law for years--and will be intrigued at every turn of the page.

I have been practicing law for nearly 30 years and am a partner in a major international firm. I am the firm-wide chair of one of the subgroups within our greater Commercial Litigation practice group. In that role, I share responsibility for integrating first-year associates into life in a big law firm. This includes everything from responsibilities and expectations with respect to their legal work product to understanding technological pitfalls and risks (e.g., email protocol) to ethical obligations. I have been looking for something akin to an "instruction manual" for new associates and I fortunately came across Professor Lee's book when searching for one on-line. I have never written a book review on (or anywhere) before, but I was motivated to do so this time.Professor Lee has provided a great service to the legal profession - new associates and old partners alike - by authoring a book that provides the precise guidance that young lawyers need. Professor Lee's advice and insights run the gamut, ranging from the more mundane (albeit crucial) aspects of practicing law, such as understanding and properly executing the concept of hourly billing, to more lofty and enlightened concepts, such as how to stay happy as a lawyer (including such things as mindfulness practice and how to handle stress). The book touches on concepts of which new lawyers might not be aware, such as "alternative fee arrangements" or "knowledge management" and even explains what seasoned lawyers take as second nature, such as how to assess a conflict of interest.Professor Lee writes with empathy for a new lawyer -- as a law professor and as a former associate in a big law firm herself, she clearly can relate to the daunting experience of leaving the school environment and entering the work environment. And not just any work environment, but the fast-paced, high

pressure, and sometime relentless environment that exists within most large law firms (an in-house law departments).I found the writing to be clear and the book to be logically organized. Professor Lee has infused her chapters with real-world examples and has included what I think are thoughtful and useful exercises that the new lawyer can undertake to better prepare.I highly recommend this book to partners who hire new associates, law students about to graduate, and law professors who are interested in preparing their students for what lies ahead.

I have been waiting for a text book for my course "Law Firm as a Business" at Fordham Law School. Thank you, Katrina! Law students today need to better manage the careers than generations of lawyers before them and understand the business side of the law. Katrina Lee’s book covers all this and prepares them for a bright future.

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