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THE DEATH OF CORPORATE REPUTATION

HOW INTEGRITY HAS BEEN DESTROYED ON WALL STREET

FT Press **Why did the financial scandals really happen? Why are they continuing to happen? In The Death of Corporate Reputation, Yale's Jonathan Macey reveals the real, non-intuitive reason, and offers a new path forward. For over a century law firms, investment banks, accounting firms, credit rating agencies and companies seeking regular access to U.S. capital markets made large investments in their reputations. They treated customers well and sometimes endured losses in transactions or business deals in order to sustain and nurture their reputations as faithful brokers and "gate-keepers." This has changed completely . The existing business model among leading participants in today's capital markets no longer treats customers as valued clients whose trust must be earned and nurtured, but as one-off "counter-parties" to whom no duties are owed and no loyalty is required . The rough and tumble norms of the market-place have replaced the long-standing reputational model in U.S. finance. This book describes the transformation in American finance from the old reputational model to the existing laissez faire model and argues that the change came as a result of three factors: (1) the growth of reliance on regulation rather than reputation as the primary mechanism for protecting customers and (2) the increasing complexity of regulation, which made technical expertise rather than reputation the primary criterion on which customers choose who to do business with in today's markets ; and (3) the rise of the "cult of personality" on Wall Street, which has led to a secular demise in the relevance of companies' reputations and the concomitant rise of individual "rain-makers" reputation as the basis for premium pricing of financial services. This compelling book will drive the debate about the financial crisis and financial regulation for years to come -- both inside and outside the industry.**

HOW LEADING LAWYERS THINK

EXPERT INSIGHTS INTO JUDGMENT AND ADVOCACY

Springer Science & Business Media **In this book, 78 leading attorneys in California and New York describe how they evaluate, negotiate and resolve litigation cases. Selected for their demonstrated skill in predicting trial outcomes and knowing when cases should be settled or taken to trial, these attorneys identify the key factors in case evaluation and share successful strategies in pre-trial discovery, negotiation, mediation, and trials. Integrating law and psychology, the book shows how skilled attorneys mentally frame cases, understand jurors' perspectives, develop persuasive themes and arguments and achieve exceptional results for clients.**

VAULT GUIDE TO THE TOP TEXAS AND SOUTHWEST LAW FIRMS

Vault Inc. **In this third edition, Vault profiles the top law firms in the Texas and Southwest markets. Fifty-four firms are covered in in-depth profiles in which associates at the region's most prestigious firms reveal the inside scoop on firm culture, hours, hiring process, training, offices, compensation and diversity. Whether you're a law student or an experienced attorney, this guide gives you access to the best information on the region's top firms.**

COMPENSATION PLANS FOR LAW FIRMS

American Bar Association **This newly updated fifth edition of Compensation Plans for Law Firms examines the continually evolving compensation landscape and the concepts that will affect your law firm most. You'll take an extensive look at the world of law firm compensation, including: -- Compensation theory --The art and science of compensation -- Partner and shareholder compensation -- Of Counsel compensation -- Associate Compensation -- Paralegal compensation --Staff Compensation -- Bonuses, increases, and incentives -- Debt, taxes, retirement, and withdrawal -- Evaluations, fairness and flexibility --And much more! Learn Where Your Firm Stands The book also features valuable data from the leading legal consulting firm Altman Weil's annual and triennial surveys on law firm performance and compensation, retirement and withdrawal and compensation systems. Charts and graphs help you see where your firm stands on salaries and bonuses, and it gives you detailed analyses of compensation plans for everyone in your firm. Compare your compensation system to law firms across the country. This one volume provides you with your primary research source leading you to auxiliary sources for further information as appropriate. They can support your current compensation system, or help you reevaluate your current methods of compensation. Careful advance consideration is essential to the success of your compensation plan. Using this valuable reference you can develop a compensation plan that conveys fairness, simplicity, and flexibility and strike the perfect balance within your firm.**

HOW GOOD LAWYERS SURVIVE BAD TIMES

American Bar Association **Worried about the economy? Are you alawyer out of work? Are you afraid you will be laid off? Are you struggling to manage your firm through a down economy? In a single volume. How Good Lawyers Survive Bad Times will provide you with a wealth to tips, resources, and tools to help you survive in bad times, as well as teach you management, finance, marketing and technology essentials necessary to succeed. The weak economy and large number of firm layoffs have resulted in a flood of potential new solo and small firm lawyers---starting their own practices in the wake of the exodus from Big Law. Small practice lawyers, well seasoned or just starting out, can gain immeasurably by just applying even a few of the myriad tips within this book. The book is divided into three parts: Each part provides practical tips and insightful tools that are concise and easy to read for quick reference. This book addresses the fears and concerns of today's lawyers, including how to turn a bad economy into a good opportunity to not just survive, but thrive, as well as how you can leverage technology to reduce overhead and maximize profitability. Whether you're out of work, or afraid you will soon be out of work, this book offers a compendium of helpful tips to secure your present job or to find a new one. How Good Lawyers Survive Bad Times will help provide you with shelter from the storm by giving you the tools to build your own personal ark. If you have the will and the focus, you will survive the current maelstrom. Good lawyers can indeed survive bad times. "A must-read that's well worth the cover price, even for those currently on limited budgets. The authors offer great information to help you assess your current employment situation and chart a course through treacherous economic waters. The outside-the-box thinking and easy-to-complece exercises will not only lift your spirits and fill your sails, but will help you chart a new course for a safe harbor in rough economic times."---Laura A. Calloway Director, Practice Management Assistance Program, Alabama State Bar**

VAULT GUIDE TO THE TOP LAW FIRMS FOR FINANCIAL SERVICES, 2014 EDITION

Infobase Learning **Vault Guides**

VAULT GUIDE TO THE TOP LAW FIRMS FOR PROJECT FINANCE, 2014 EDITION

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WORKING MOTHER

The magazine that helps career moms balance their personal and professional lives.

VAULT GUIDE TO THE TOP LAW FIRMS FOR REAL ESTATE LAW, 2014 EDITION

Infobase Learning **Vault Guides**

VAULT GUIDE TO THE TOP LAW FIRMS FOR GENERAL COMMERCIAL LITIGATION, 2014 EDITION

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THE LAW SCHOOL BUZZ BOOK

Vault Inc. **Most law school guides offer school-reported stats to admission rates, average test scores, etc. No publisher understands insider information like Vault--now Vault brings this expertise to law schools. Unlike other law school resources, Vault's guide includes insider information about employment and admissions.**

EFFECTIVE KNOWLEDGE MANAGEMENT FOR LAW FIRMS

[Oxford University Press on Demand](#) While there is significant interest in knowledge management as it applies to legal environments, there are very few books specifically focused on this topic. In *Effective Knowledge Management For Law Firms*, Matthew Parsons expertly fills this gap by drawing on his work with a leading commercial law firm, Mallesons Stephen Jaques. He examines how law firms can implement a knowledge strategy to support their business strategy, rather than getting beguiled by fads and technology. Parsons first outlines the terrain, including what knowledge management means, the business and economics of law firms, and how lawyers work as knowledge workers. He then introduces a methodology for creating and implementing law firm knowledge strategy, which combines for the first time the interrelated aspects of recruiting, training, research, document production, information management, and digital knowledge strategy. Parsons goes beyond theories to provide detailed, practical help for the analysis, implementation, and measurement of performance-increasing initiatives. This book will be an invaluable resource for all those involved with the management and leadership of law firms and knowledge management initiatives.

THE SUSSKIND INTERVIEWS

LEGAL EXPERTS IN CHANGING TIMES

[Sweet & Maxwell](#) Presenting a series of interviews with leading figures in the UK legal world conducted by Richard Susskind, this work gives insight into their thinking about recent legal developments and the future shape of the legal system.

THE 10 BIGGEST LEGAL MISTAKES WOMEN CAN AVOID

HOW TO PROTECT YOURSELF, YOUR CHILDREN, AND YOUR ASSETS

[Capital Books](#) A savvy woman lawyer tells women how to protect themselves from ten key legal mistakes

THE LAWYER'S GUIDE TO MICROSOFT OUTLOOK 2007

[American Bar Association](#) Written specifically for lawyers to help them be more productive, a guide to Microsoft Office shows how to utilize the many aspects of this powerful software, from helping users log and track phone calls, meetings, and correspondence to archiving closed case material in one easy-to-store location. Original.

LEADERSHIP FOR LAW FIRMS

[The Law Society](#) 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.

AI FOR LAWYERS

HOW ARTIFICIAL INTELLIGENCE IS ADDING VALUE, AMPLIFYING EXPERTISE, AND TRANSFORMING CAREERS

[John Wiley & Sons](#) Discover how artificial intelligence can improve how your organization practices law with this compelling resource from the creators of one of the world's leading legal AI platforms. *AI for Lawyers: How Artificial Intelligence is Adding Value, Amplifying Expertise, and Transforming Careers* explains how artificial intelligence can be used to revolutionize your organization's operations. Noah Waisberg and Dr. Alexander Hudek, a lawyer and a computer science Ph.D. who lead prominent legal AI business Kira Systems, have written an approachable and insightful book that will help you transform how your firm functions. *AI for Lawyers* explains how artificial intelligence can help your law firm: Win more business and find more clients Better meet and exceed client expectations Find hidden efficiencies Better manage and eliminate risk Increase associate and partner engagement Whether focusing on small or big law, *AI for Lawyers* is perfect for any lawyer who either feels uneasy about how AI might change law or is looking to capitalize on the evolving practice. With contributions from experts in the fields of e-Discovery, legal research, expert systems, and litigation analytics, it also belongs on the bookshelf of anyone who's interested in the intersection of law and technology.

ABA JOURNAL

The ABA Journal serves the legal profession. Qualified recipients are lawyers and judges, law students, law librarians and associate members of the American Bar Association.

THE HOLYFIELD WAY

WHAT I LEARNED ABOUT COURAGE, PERSEVERANCE, AND THE BIZARRE WORLD OF BOXING

[Sports Publishing LLC](#) In 1996 Evander Holyfield; the 34-year-old, undersized, overachieving, polite, humble, and religious former Heavyweight Champion of the World; symbolized all that is honorable and admirable in professional sports. At the other end of the spectrum was the reigning champion, "Iron Mike" Tyson, the vicious self-proclaimed "baddest man on the planet," who had emerged from a prison sentence for rape to recapture the heavyweight crown. Virtually every boxing expert in the world had declared Holyfield a "shot" fighter whose career was over. When the surprise announcement was made that Holyfield would fight Tyson in November 1996, there was universal agreement that Holyfield had no chance to win, and the odds were set at 24-1 against him. But on November 9, 1996, Holyfield emerged from his locker room with a euphoric smile on his face and walked to the ring to the sounds of the gospel hymn "The Spirit of David," as song inspired by the story of David and Goliath. An hour later, Holyfield shocked the world by knocking out Tyson, and, for one shining moment, good had triumphed over evil. Holyfield's victory over Tyson and his subsequent triumph over Tyson in a rematch in which Tyson savagely bit off a piece of Holyfield's ear in one of the most infamous events in sports history, marked an incredible comeback for a man whose career had been written off, but this was only one of many comebacks in his life and by no means the last. Holyfield is one of the most famous, popular, and financially successful athletes ever. He is the only man to have won the Heavyweight Championship of the World four times, and he has won more than \$200 million in the ring, more than any other boxer and almost any other athlete in history. Now at age 42, having lost his last three fights, Holyfield refuses to retire until he has recaptured all three of the major heavyweight championships one more time, no matter how long it takes. For 13 years, Jim Thomas was at Holyfield's side on a daily basis as his attorney, adviser, close friend, and confidant. The Holyfield Way is an eyewitness account, along with Holyfield's own personal reflections, of one of the most successful, relentless, and sometimes controversial athletes of his era. Experience life behind the scenes of boxing as a firsthand observer inside the Holyfield camp and watch the story of Holyfield's perseverance unfold as the "Humble Warrior" fights on.

INSIDE/OUTSIDE

HOW BUSINESSES BUY LEGAL SERVICES

[ALM Publishing](#) This analysis of how and why businesses buy outside legal services provides useful insights for businesses and law firms alike. In-house legal buyers at both Fortune 100 and new economy companies provide concrete examples of how some businesses have successfully and creatively restructured their in-house legal departments and their relationships with outside law firms. Included are many examples of firms that have successfully developed business and an examination of why other law firms fail at this important task. The subtle nuances that affect legal buying decisions and the impact of corporate globalisation, law firm mergers, and the advent of multidisciplinary practice groups are also explored.

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VAULT GUIDE TO THE TOP SOUTHEASTERN LAW FIRMS

[Vault Inc.](#) Covering 65 firms in the major legal markets of Atlanta, Miami and Charlotte, this Vault guide is the only insider's Guide to law firms for the Southeast. Based on interviews and surveys of attorneys at each firm.

THINK AGAIN!

INNOVATIVE APPROACHES TO THE BUSINESS OF LAW

[American Bar Association](#) The author takes a fresh look at specific ways to create a client-centric law firm and deliver exceptional client service by differentiating a law firm from other firms, and the specific skills and strategies needed to build effective and productive relationships that result in successful business development. The book provides practical ideas and tactics for addressing the key areas of a law firm-- managing, leading, team building and compensation, client service, and new business development. Writing in an engaging and witty but no-nonsense style, the author speaks directly to the reader, cutting through the stereotypes and misconceived notions that haunt the legal profession and coaching the lawyer to reach beyond the norm.

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MANAGING MIGRATION

THE POINTS BASED SYSTEM, THIRTEENTH REPORT OF SESSION 2008-09, VOL. 2: ORAL AND WRITTEN EVIDENCE

The Stationery Office **Managing Migration : The points based system, thirteenth report of session 2008-09, Vol. 2: Oral and written Evidence**

WORKING MOTHER

The magazine that helps career moms balance their personal and professional lives.

BUILDING A BUSINESS ONLINE

Robert Steers

1996 LAW OFFICE MANAGEMENT INSTITUTE

USING COMPUTERS IN THE LAW OFFICE

Cengage Learning **Focusing on how computers can make paralegals and legal professionals more productive on the job, this bestselling guide offers comprehensive coverage of computer concepts, exploring the latest versions of common programs like Microsoft Word, Excel, and PowerPoint, as well as specialized applications including CaseMap, Clio, HotDocs, TimeMap, and TrialDirector. With a clear and engaging writing style, real-life examples, helpful tutorials, ethical considerations, and up-to-date coverage of the most popular software used in all types of legal organizations, this proven resource helps readers develop the knowledge and skills they need for career success. Detailed Hands-on Exercises allow students to apply what they learn and practice using computers to complete realistic legal work. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.**

LAW AND LEADERSHIP

INTEGRATING LEADERSHIP STUDIES INTO THE LAW SCHOOL CURRICULUM

Routledge **Leadership includes the ability to persuade others to embrace one's ideas and to act upon them. Teaching law students the art of persuasion through advocacy is at the heart of legal education. But historically law schools have not included leadership studies in the curriculum. This book is one of the first to examine whether and how to integrate the theory and practice of leadership studies into legal education and the legal profession. Interdisciplinary in its scope, with contributions from legal educators and practitioners, the book defines leadership in the context of the legal profession and explores its challenges in legal academia, private practice, and government. It also investigates whether law students need to study leadership and, if they should, why it should be offered as part of the curriculum. Finally, it considers how leadership should be taught and how it should be integrated into classes. It evaluates new leadership courses and the adaptation of existing courses to reflect on how to effectively blend law and leadership in doctrinal, clinical, and experiential classrooms. The book includes a foreword by Pulitzer Prize-winning historian and noted leadership scholar, James MacGregor Burns and a foundational essay by prominent leadership scholar and one of the founders of the International Leadership Association, Georgia Sorenson. It will be a valuable resource to anyone interested in leadership, education policy and legal ethics.**

THE TEN ROADS TO RICHES

THE WAYS THE WEALTHY GOT THERE (AND HOW YOU CAN TOO!)

John Wiley & Sons **Profiles of some of America's richest people and how they got that way—and how you can too! While we can't promise that this book will elevate you to the ranks of the super-rich, we can say that within its pages you'll discover everything you need to know about how, exactly, many of America's most famous (and infamous) millionaires and billionaires acquired their fortunes. The big surprise is that all of the super-wealthy it profiles got where they are today by taking one of just ten possible roads—including starting a business, buying real estate, investing wisely, and marrying extremely well. Whether you aspire to shameful wealth or just a demure fortune, bestselling author and self-made billionaire, Ken Fisher, will show you how to walk in the footsteps of tycoons—all the way to the financial success you dream of and deserve. Packed with amusing anecdotes of individuals who have traveled (or tumbled) down each road to wealth Extracts valuable lessons on how you, too, can achieve serious wealth, and, just as importantly, hold onto it Provides powerful tools for determining what you need to do to position yourself for success and "Guideposts" and "Warning Signs" to help keep you safely on your road to success Second Edition features more profiles and instructive examples than were found in the bestselling first edition**

MULTIDISCIPLINARY PRACTICES AND PARTNERSHIPS

LAWYERS, CONSULTANTS, AND CLIENTS

Law Journal Press **Explains the various types of MDP's, where they are permitted, and the advantages and disadvantages of each. This book includes coverage of ABA and CPA rules on professional independence, conflicts of interest, confidentiality, and other critical issues.**

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THE ESSENTIAL FORMBOOK

COMPREHENSIVE MANAGEMENT TOOLS FOR LAWYERS

American Bar Association **This volume aims to help you to establish profitable, affirmative client relationships so you can avoid unnecessary risks associated with malpractice and disciplinary complaints. It covers information on human resources, and covers the hiring process, training and development, compensation, and discipline and termination. Section Two - Fees, Billing, and Collection - includes measuring billing practices, hourly billing, pricing legal services, alternative fee agreements, managing the billing process, and engagement letters. The checklists and forms in this volume provide a variety of models and templates assembled with the help of a diverse group of lawyers and law firms.**

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CONGRESSIONAL RECORD

PROCEEDINGS AND DEBATES OF THE ... CONGRESS

The Congressional Record is the official record of the proceedings and debates of the United States Congress. It is published daily when Congress is in session. The Congressional Record began publication in 1873. Debates for sessions prior to 1873 are recorded in The Debates and Proceedings in the Congress of the United States (1789-1824), the Register of Debates in Congress (1824-1837), and the Congressional Globe (1833-1873)

MARKETING YOUR LEGAL SERVICES

K&A Press

HARVARD LAW REVIEW

VOLUME 126, NUMBER 8 - JUNE 2013

Quid Pro Books **The Harvard Law Review is offered in a digital edition, featuring active Contents and URLs, linked notes, and proper ebook formatting. The contents of Issue 8 include: Article, "Racial Capitalism," by Nancy Leong Essay, "Shallow Signals," by Bert I. Huang Book Review, "All Unhappy Families: Tales of Old Age, Rational Actors, and the Disordered Life," by Ariela R. Dubler Book Review, "Lawyers, Law, and the New Civil Rights History," by Risa Goluboff Note, "Recasting the U.S. International Trade Commission's Role in the Patent System" Note, "Juvenile Miranda Waiver and Parental Rights" Note, "The Province of the Jurist: Judicial Resistance to Expert Testimony on Eyewitnesses as Institutional Rivalry" Note, "Proposing a Locally Driven Entrepreneur Visa" In addition, the issue features student commentary on Recent Cases, including such subjects as Illinois's ban on public carry of firearms, "bookmarking" of infringing material as a copyright violation, causation and criminals' statutory restitution, free movement rights in the EU, local bottling and the dormant commerce clause, and binding unnamed class members with a denial of class action certification. Finally, the issue includes notes on Recent Publications as well as a comprehensive Index to Volume 126 (2012-2013).**
