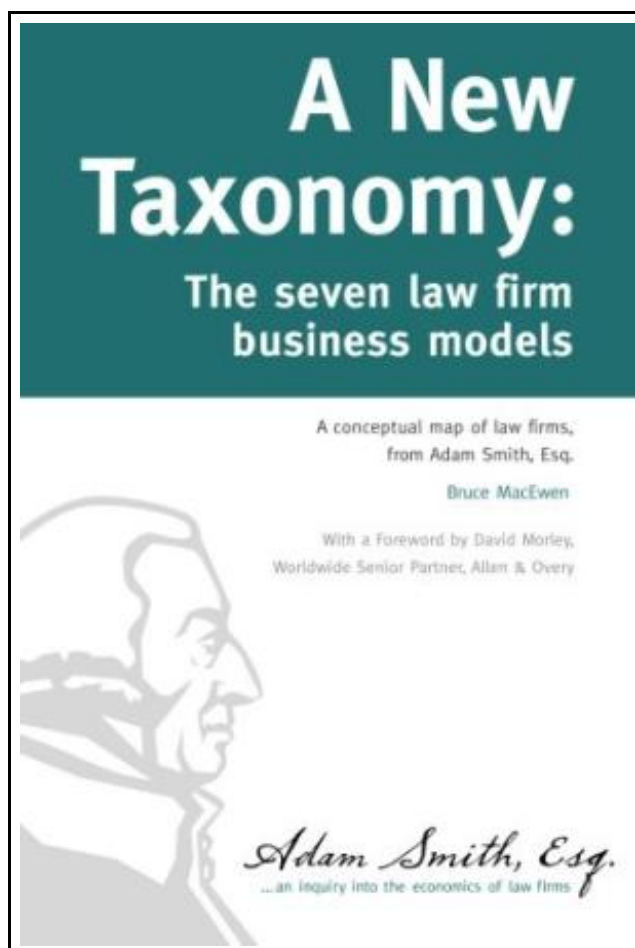


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A NEW TAXONOMY: THE SEVEN LAW FIRM BUSINESS MODELS (PAPERBACK)



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Adam Smith, Esq., LLC, United States, 2014. Paperback. Book Condition: New. 224 x 150 mm. Language: English . Brand New Book ***** Print on Demand *****.A New Taxonomy provides a path-breaking analysis of the global BigLaw industry, identifying seven distinct species of law firm business model - their historic roots, future prospects, strengths and weaknesses, and the specific management techniques, priorities, and perspectives they require. Written with analytic rigor but an urbane and engaging style, it brings new perspective to a globally important industry, clarifying the law firm business landscape as never before. Here s what a few people are saying: Wow! What an incredibly insightful and valuable work on taxonomy. Really, really makes sense on so many levels. I have read it twice now, and am incorporating so many of your ideas into what we need to do;quot (Managing Partner, AmLaw25); and My test of a good business book is simple; does it provide context that clarifies your thinking? This book does. It s a good one. It paints the BigLaw order of battle in vivid colors on a broad canvas. It helps you see the whole battlefield, not just the skirmishes. (from the Foreword by David Morley, Global Managing Partner of Allen Overly The author is a lawyer and the President of Adam Smith, Esq., an industry-leading management consultancy to law firms and the legal industry around the globe. He has written for or been quoted in: The New York Times; The Wall Street Journal; Fortune, Bloomberg; and other publications too numerous to mention, and is a sought-after speaker at law firm retreats and legal industry conferences around the world. Previously, he practiced securities law for nearly two decades in New York. Bruce was educated at Princeton University (BA magna cum laude in economics) and at Stanford Law...



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