

LEGAL PROJECT  
MANAGEMENT,  
PRICING,  
*and*  
ALTERNATIVE FEE  
ARRANGEMENTS

WHAT FIRMS ARE DOING

BY JIM HASSETT, Ph.D.

# Legal Project Management Pricing And Alternative Fee Arrangements

**Aurali Dade, Lori Olafson, Suzan M.  
DiBella**



## **Legal Project Management Pricing And Alternative Fee Arrangements:**

*Legal Project Management, Pricing, and Alternative Fee Arrangements* James Hassett, 2013

**Legal Project Management** Steven B. Levy, 2009 Legal budgets are shrinking Clients call for cost control Finish on time they plead Meet business as well as legal needs Reduce project risk Be predictable Do more with less The emerging field of Legal Project Management offers a powerful new approach As described in this groundbreaking book Legal Project Management is not an alien discipline full of jargon and process overhead Rather it s designed for the specific world of legal professionals It respects the way attorneys work enhancing their success by playing to their strengths Best of all it s easily mastered by attorneys because it s based on tasks they re already doing Need to make better decisions and provide accurate information about cost deadlines and risks You need Legal Project Management Trying to control legal costs Whether you re in a law firm or in house it s time to take advantage of Legal Project Management Legal Project Management is the essential guide to the subject with topics arranged so you can easily find the material you need when you need it most Steven B Levy a leading expert in the field writes with clarity and insight gained from his 35 years of business project and legal experience He shares the lessons of decades of managing and mentoring teams that attained outstanding outcomes Overworked legal professionals are already doing it all Now get it all under control with Legal Project Management

The outsourcing of legal services Singh Dharamveer, 2015-10-27 Economic globalization is transforming practically every service sector The legal industry that has long remained insulated too has not remained untouched by the effects of globalization The outsourcing of legal services in the past one decade has transformed the legal landscape Legal outsourcing to India is becoming increasingly popular among U S and European law firms and corporations This book broadly seeks to discuss three main topics surrounding legal process outsourcing LPO its emerging trends the legal challenges it raises and the hitherto unrecognized potential it holds Firstly this book clarifies concepts of LPO and its operating models practiced by U S and U K law firms and corporations Secondly the outsourcing of legal services creates significant challenges for ethics rules including conflict of interests attorney client privilege supervision and fee sharing Thirdly this research explores the hidden potential of LPO to improve access to justice This book develops an altogether new proposal where Indian LPO professionals could help alleviate the access to justice problem among indigent and low income populations of the United States

**Soft Skills for the Effective Lawyer** Randall Kiser, 2017-08-07 This book enables attorneys and law students to enhance their professional performance through the key soft skills of self awareness self development social proficiency wisdom leadership and professionalism It serves as both a map and a vehicle for developing the skills essential to self knowledge and fulfillment organizational respect and accomplishment client satisfaction and appreciation and professional improvement and distinction

**Legal Productivity: How Project Management, GTD, and Tomatoes Can Transform the Way You Practice Law** Larry Port, *The Emerald Handbook of Modern Information Management* James M. Matarazzo, Toby Pearlstein, 2017-12-19 This

handbook aims to be an integral text for students of library and information science and a ready reference for information professional practitioners The chapters provide a construct through which any information professional may learn about the major challenges facing them in the early part of the 21st century      **The Great Legal Reformation** Mitchell

Kowalski,2017-09-13 It s refreshing that this book does not simply look to advances in technology and artificial intelligence as the cause or the future of the Great Legal Reformation Through in depth case studies and vignettes Mitch Kowalski takes us on a tour to meet some of the trailblazers breaking the legal service provider mould allowing us to eavesdrop on his conversations with them This is not a glimpse into the future of how he and others might see the legal world developing as the Great Legal Reformation unfolds This is insight into the here and now into what these innovators have already envisioned and achieved These are the platforms from which yet further innovation and re formation of the market will be driven From the power and opportunity of regulatory change to enable structural change access to capital and the participation of people who happen not to be lawyers through the need to focus on efficiency continuous improvement process and project management to the enduring value of vision culture values leadership energy and employee engagement these studies and conversations inform reveal and challenge They do not present the new world through rose tinted glasses or deny the existence of risk the story of Slater Gordon s mixed fortunes is testament to that But they do show a different way of thinking and acting Whether lawyers like it or not these are initiatives that buyers of legal services welcome Stephen Mayson strategic advisor to law departments legal services providers and regulators This is an indispensable handbook for any aspiring legal innovator a well researched accessible and fascinating collection of dispatches from the cutting edge of legal business Professor Richard Susskind OBE author of Tomorrow s Lawyers Mitch Kowalski shows us what the new professional world actually does look like He takes us on a tour of Great Britain Australia and the United States and introduces us to lawyers in big firms and small serving clients both private and public The picture that emerges is of a new breed of legal service provider that embraces entrepreneurship teamwork and technology in a way that seems both unfamiliar and obvious to all lawyers Dr Ian Holloway PC QC Professor and Dean of Law The University of Calgary This book will either give you hope or a much needed kick in the pants Either way it s a win win Stephen Allen legal innovator Hogan Lovells Mitch Kowalski does it again Diving deep inside some of the world s most innovative legal providers Mitch discovers the future of law in the present A must read for anyone involved in the legal profession John Chisholm leading Australian legal commentator and advisor      *Knowledge Management in Practice* Anthony J. Rhem,2016-08-19 This evidence based book

provides the framework and guidelines that professionals need for working with the contemporary explosion of data that is creating opportunities and challenges to all phases of our society and commerce Larry R Medsker Research Professor in Physics and Data Science The George Washington University *Knowledge Management in Practice* is a resource on how knowledge management KM is implemented It provides specific KM methods tips techniques and best practices to gain

competitive advantage and the most from investing in KM It examines how KM is leveraged by first responders the military healthcare providers insurance and financial services companies legal firms human resources departments merger and acquisition M A firms and research institutions Essential KM concepts are explored not only from a foundational perspective but also from a practical application These concepts include capturing and codifying tacit and explicit knowledge KM methods information architecture search KM and social media KM and Big Data and the adoption of KM Readers can visit the book s companion website KM Mentor [www.KMMentor.com](http://www.KMMentor.com) where they can access Presentations by industry leaders on a variety of topics KM templates and instruction on executing KM strategy performing knowledge transfer and KM assessments and audits KM program and project implementation guidance Insights and reviews on KM tools Guidance on implementing and executing various KM Methods Specialized KM publications A private secure collaboration community for members to discuss ideas and get expert answers and advice *Study Guide to Business Law and Ethics*

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is a peer reviewed journal founded in 1961 The MLJ s current mission is to provide lively independent and high caliber commentary on legal events in Manitoba or events of special interest to our community The MLJ aims to bring diverse and multidisciplinary perspectives to the issues it studies drawing on authors from Manitoba Canada and beyond Its studies are intended to contribute to understanding and reform not only in our community but around the world The Legal

Technology Guidebook Kimberly Williams,John M. Facciola,Peter McCann,Vincent M. Catanzaro,2017-05-16 This book explores the transformational impact of new technological developments on legal practice More specifically it addresses knowledge management communication and e discovery related technologies and helps readers develop the project management and data analysis skills needed to effectively navigate the current and future landscapes It studies the impact of current trends on business practices as well as the ethical procedural and evidentiary concerns involved Introducing novel interactive technologies as well as traditional content the book reflects expertise from across the legal industry including practitioners the bench academia and legal technology consultants All of the contributing authors currently teach aspiring lawyers and or paralegals and have identified a gap in the available instructional material Rapid technology advances have

radically changed the way we all live and work and the legal profession is by no means exempt from the impact of these changes In order to better assist their clients and to better compete on the legal market it is imperative for lawyers to understand the ethical functional and business consequences of new technologies on their respective practices This book provides the necessary content by including legal technology texts information about novel pedagogical technologies helpful tools for managing legal technologies and IT staff statistical methods tips and checklists *Stikeman Elliott* Richard W. Pound,2013-01-01 In its sixty year existence the Stikeman Elliott firm has played a role in many of the most significant transactions in Canadian business history appearing before the major courts of the country in precedent setting litigation Its members are at the top of the legal profession and its reach is global Clients include major foreign investors requiring advice for entry into Canada as well as for investments in many other parts of the world In *Stikeman Elliott The First Fifty Years* Richard Pound recounted how Heward Stikeman and Fraser Elliott developed their small law practice into a national and global organization Here Pound details the firm s global expansion at a time of worldwide economic uncertainty Embracing both diversity and corporate social responsibility the organization s unwavering commitment to client confidentiality knowledge management and recruiting and retaining lawyers and staff of the highest quality has helped Stikeman Elliott retain its place as one of the preeminent business law firms in the country An insightful look at recent innovations put into practice *Stikeman Elliott New Millennium New Paradigms* offers an insider s view of a firm which has carved out an important role in Canadian legal and business history

**Strategic Tendering for Professional Services** Matthew Fuller,Tim Nightingale,2022-03-03 WINNER Business Book Awards 2018 Selling The Dream category 1st edition In an increasingly competitive professional services sector it is vital that firms have an effective tendering strategy The advantages gained from winning and retaining clients can be transformative and the cost of losing key tenders can be catastrophic *Strategic Tendering for Professional Services* provides end to end best practice guidance from the crucial decision of which request for proposals to respond to right through to the all important face to face presentation and post pitch follow up Now in its second edition this practical book captures insights from both sides of the market through interviews with both proposal professionals and decision makers from the client side Focusing on key considerations including the need for diversity and inclusion providing evidence of global citizenship and how public sector pitching differs from the private sector this book is packed with features and tools to help professionals turn guidance into practice *Strategic Tendering for Professional Services* is the essential guide to improving your pitches honing your tendering skills and boosting your win rate

**Liquid Legal** Kai Jacob,Dierk Schindler,Roger Strathausen,2016-12-01 This book compels the legal profession to question its current identity and to aspire to become a strategic partner for corporate executives clients and stakeholders transforming legal into a function that creates incremental value It provides a uniquely broad range of forward looking perspectives from several different key players in the legal industry in house legal law firms LPO s legal tech HR associations

and academia This publication is a platform for leading legal professionals that offers a new perspective on the accelerating transformation in legal Combining expert contributions with editorial insights it argues that the new legal function will shift from a paradigm of security to one of opportunity that future corporate lawyers will no longer primarily be negotiators litigators and administrators but that instead they will be coaches arbiters and intrapreneurs that legal knowledge and data based services will become a commodity and that analytics and measurement will be key drivers of the future of the profession A must read for all legal professionals this book sets the course for revitalizing the profession *New Suits* Michele DeStefano, Guenther Dobrauz-Saldapenna, 2019-06-15 Time to get out of Law Land and back into the Jungle Fuelled by advancing technology new business models and altered client expectations the legal industry faces unprecedented change across its entire value chain Unfortunately many legal professionals fear the technology train and the convergence of other fields with law They see legaltech AI and bots like lions and tigers and bears oh my We the editors and authors of this book see opportunity Although the future may require us to put on new suits it represents an enormous opportunity for lawyers to reinvent ourselves for our own and our clients benefit Filled with chapters written by experts in the intersection of law innovation and technology this book provides a global perspective on the diverse legal service delivery ecosystem that will be our future It provides chapter upon chapter reason upon reason explaining why lawyers can and should increase their appetite for disruption in the legal world So welcome to the jungle and enjoy the ride as we attempt to systematically map the uncharted waters of the future legal realm and simultaneously inspire you to build a new future in law **Representing the Corporation** Richard H. Weise, 1996-01-01 Representing the Corporation gives you the inside track on understanding the legal services the corporation is really seeking from its counsel Richard H Weise shares his 30 years of experience in corporate legal affairs to show you how to develop practices that are in tune with the needs and requirements of the client Weise offers valuable guidance to in house counsel and practitioners on Getting client feedback effectively Developing a healthy interdependent relationship with the client Implementing an effective dispute resolution strategy an important client satisfier Helping a client with ethics management issues Offering the client a no surprises covenant Working with the client on important compliance issues and crisis management Plus leading edge coverage of vital topics such as the law of the Internet international corporate practice intellectual property securities law government contracting tax mergers and acquisitions and more Representing the Corporation contains a wealth of adaptable sample forms checklists spreadsheets in house reports and manuals for your particular situation **Successful Partnering Between Inside and Outside Counsel**, 2003 *Modernizing Legal Education* Catrina Denvir, 2020-01-09 Discusses the skills required by future lawyers and explores innovative and technology driven approaches to modernising legal education Implementing a Comprehensive Research Compliance Program Aurali Dade, Lori Olafson, Suzan M. DiBella, 2015-07-01 The senior research compliance administrator has emerged as a critically important position as universities and other research organizations face an

increasingly intricate regulatory environment These administrators are tasked with a special challenge ensuring that their institutions conduct safe ethical and compliant research while also helping researchers understand and meet compliance requirements and achieve their research goals These competing responsibilities can make the role of the research administrator complex however those who serve in this role may find that they have limited preparation for the challenges and little or no formal education in the field Thus the goal of this handbook is to provide practical guidance to research administrators who are responsible for a wide variety of compliance programs Previous volumes on these topics have focused primarily on educating research faculty staff and students An assumption in many of these handbooks is that all additional questions related to research ethics and regulations should be directed to the senior research administrator yet the books have limited guidance intended for the senior research administrators themselves This handbook is designed therefore to serve as a detailed program implementation manual for these administrators who are expected to be conversant on a broad range of complex ethical and regulatory topics and to provide guidance to those conducting research as well as upper administration and others interested in safe ethical and compliant research

**Win-win Billing Strategies** Richard C. Reed, 1992 A comprehensive analysis of what constitutes value in the law practice and how to bill for it It is designed to help lawyers get compensated fairly for their work and to communicate and justify fees to cost conscious clients There are examples of agreements letters and forms



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