



Legal Project Management, Pricing, and Alternative Fee Arrangements

Jim Hassett, Ph.D.

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This book describes what leading law firms are doing to transform the way they plan, manage, and price legal work. It begins by describing how the legal profession is changing, and explains why legal project management is so important to future success. Consultant Jim Hassett then describes eight key issues in legal project management and reviews a number of case studies to illustrate the wide variety of approaches that different firms are taking to change lawyers behavior. The book then discusses the theory behind changing models of law firm pricing, and what leading firms are actually doing in practice, including alternatives to the traditional billable hour. Finally, the book concludes with a list of 10 key recommendations to help law firms adapt to the changing marketplace.

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