

Legal Project Management, Pricing, and Alternative Fee Arrangements: What Firms are Doing

by Jim Hassett, Ph.D.



This new book describes what leading law firms are doing to transform the way they plan, manage, and price legal work.

270 pages, 6 x 9 paperback

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Praise for this book

“Incredibly thorough and well-written.” – Joe Hatley, Partner, Spencer Fane Britt & Brown LLP

“Very informative and thought-provoking.” – Keith M. Borack, Global Director of Project Communications, Shearman & Sterling LLP

“A great reference for both law firm and in-house personnel... This book provides fundamental insights into the latest practices in legal pricing and project management.” – Keith Maziarek Senior Project Manager, Strategic Initiatives, DLA Piper LLP (US)

“Extremely valuable information.” – Kelly Milius, AFA Professional Support Lawyer, Perkins Coie LLP

“A great resource... As an office managing partner, I found myself saying over and over again, ‘_____ would really benefit from this chapter.’” – William A. Nolan, Managing Partner, Columbus Office, Barnes & Thornburg

“Jim’s book is a true testament to the changing legal landscape supported by numerous case studies and facts representative of firms in various stages of their LPM maturity. For an industry historically known for asking, ‘What is everyone else doing?’ this book answers that question and **ignites a sense of urgency** for lawyers and law firms to pay attention to the drum beat of the cultural transformation taking place within the legal industry. To ignore the advice and advances laid out in this book regarding LPM and pricing would be a significant oversight by the reader.” – Kim Craig, Director of Legal Project Management Office, Seyfarth Shaw LLP

“A terrific resource that **synthesizes the latest and best thinking** about legal project management, pricing, and AFAs, and most importantly, provides practical, actionable recommendations.” – Mark Williamson, Principal, Gray Plant Mooty

“Practical and well-balanced... every lawyer could find valuable tools and tips in this book.” – Caroline Ferguson, Advisor (Digital and Business Improvement), Allen & Overy LLP

“Right on target... offers **a wealth of interesting, compelling, and practical information**. I enjoyed the book and recommend it to my colleagues.” – Ginevra Saylor, National Director, Knowledge Management, Fraser Milner Casgrain LLP

“The case studies helped shape our plan for developing project management skills throughout the firm. Not only were they **helpful in gaining buy-in** from management and participants, they gave a balanced perspective on how the process can (and should) be tailored to each individual firm’s unique position.” – Mary Hendrix, Director of Marketing and Business Development, Jackson Kelly

“First rate... a job very well done.” – Sam Goldblatt, Partner, Nixon Peabody

“This work contains valuable ‘real life’ examples from firms of various sizes on what has worked for them and what has not in project management implementation, training and integration. It will prove to be **an invaluable resource** for any firm that is beginning the process

of launching a project management initiative.” – Tea Hoffmann, Chief Strategy Officer, Parker Poe

“Very insightful and useful information. A **must-read** for any lawyer who wants to understand project management and maximize results from alternative fees.” – Erin Corbin Meszaros, Chief Marketing Officer, Burr Forman.

“One of the best books on the market—**truly comprehensive**, and not just theoretical like other books on this topic. It will help law firms to make immediate changes.” – Kristin T. Sudholz, Chief Value Officer, Drinker Biddle & Reath LLP

“**Very useful and practical**—a positive contribution to the journey of meaningful change in the practice of law.” – Howard Kaufman, Counsel, Fasken Martineau

“The business of law is experiencing epic, once-in-a-lifetime changes. The forces in play have created a ‘perfect storm’ that should make any sane lawyer uncomfortable. Understanding these forces and learning how to navigate through this storm is essential for survival. Jim’s latest book is **an essential resource** for those who desire to understand what is happening and why, and who wish to learn how to take advantage of this upheaval to build a stronger practice.” – Patrick Lamb, Founding Member, Valorem Law Group

“This book **distills complicated issues** into a language that non-economists and non-MBAs will process and understand.” – Scott Wagner, Partner, Bilzin Sumberg

“A very well-written, clear overview and **an important publication**.” – Susanne Mandel, Chief Business Development & Marketing Officer, Lowndes Drosdick Doster Kantor & Reed

“A **great resource** for those getting started and for those in the midst of using LPM and AFAs in their practice... Very straightforward and readable... I appreciated the casual conversational nature of the writing, along with the formality and detail of the citations to other sources. It is a nice mix that makes the text a quick read, but also a resource guide for more detailed research and study of the topics.” – Paul A. Williams, Partner, Shook Hardy & Bacon

“It is no longer sufficient for lawyers to have access to information; they must learn to process and leverage information in disciplined and efficient ways. **This book shows the way.**”
– Daniela Bassan, Partner, Stewart McKelvey

“Jim has done it again. This is **a brilliant piece of work.**” – Patrick McKenna, Principal, McKenna Associates Inc.

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