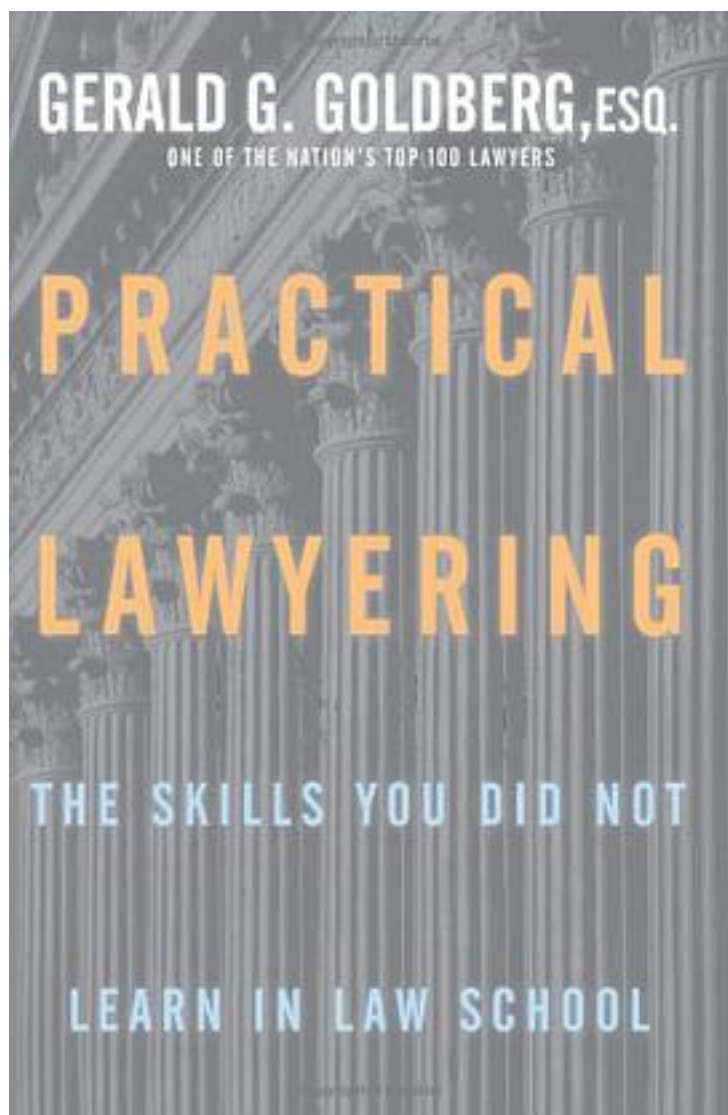


Practical Lawyering



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出版者:

出版时间:2009-1

装帧:

isbn:9781427796363

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Law school teaches people how to think like lawyers and how to research like lawyers, but that’s only part of the game. New associates quickly learn that the practical aspects of being lawyers cannot be learned from 1,000-page textbooks. Practical Lawyering provides readers with proven insights from award-winning lawyer Jerry Goldberg. In this handy guide, Goldberg shares the wisdom he’s gained from more than four decades of successful law practice. Readers will learn the concepts and skills necessary to become an accomplished lawyer: how to communicate with clients – and with opponents; how to develop winning marketing and promotional materials; how to quote and collect fees; and how to succeed in any size firm – whether solo, small practice, or huge corporate firm.

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