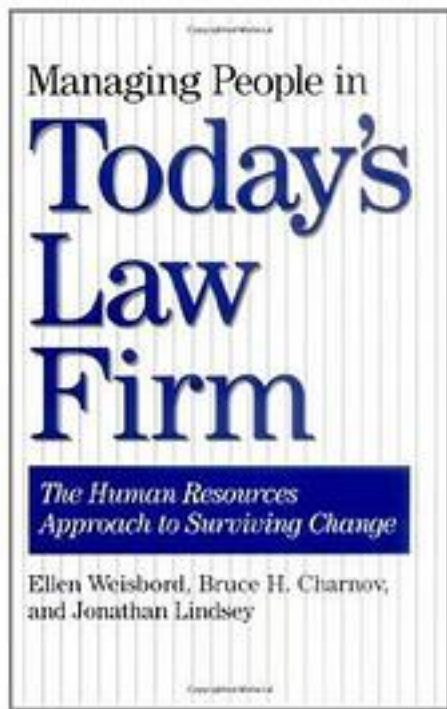


Managing People in Today's Law Firm



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Despite clear evidence of a serious decline in morale, the major competitors in the law firm management marketplace have virtually ignored the motivational facet of current managerial theory and practice. In addressing human resources topics as they apply to the modern law firm, this book fills a genuine void in an area which is of major importance to law firms challenged to remain profitable in an increasingly hostile environment. Grounded in managerial theory and research, based on extensive practice, and exemplified by anecdotal "war stories," this book makes valuable reading for partners, associates, managers, and future members of law firms--and offers important ideas for motivating members of all professional service firms.

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