

Tutschka

Law Firm Development

Establishing, Management, Leadership and Marketing

Due to digitalization, the pandemic and several economic crises, as well as the new demands on the world of work and the responsibility for sustainable business, the legal market and the ways lawyers work are changing. Law firms are facing entirely new and more complex challenges than before. This book provides answers to all questions related to law firm formation, law firm management, employee leadership, and law firm marketing. It highlights all aspects of modern strategic law firm development, including related business models such as legal tech. The clear and didactically prepared structure with chapter breakdowns, working examples, expert statements and summaries also facilitates selective reference to specific topics.

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