

Table of contents

Business models and strategies: the current state of the art

Stephen R N Denyer
Allen & Overy LLP

Strategic challenges for law firms in the 21st century

Alan Hodgart
Huron UK Ltd

The business of law: the impact of the financial crisis

Chantel Gohil
Bryan Hughes
Eversheds LLP

Bigger isn't always better

Charles Martin
Macfarlanes LLP

The many ways to grow a law firm

Neville Eisenberg
Berwin Leighton Paisner LLP

Marketing and PR strategies for the successful law firm

Sean Twomey
Norton Rose LLP

Governance and CSR

Richard Turnor
Emma Jane Wedier
Corinne Staves
Maurice Turnor Gardner LLP

Being successful within your jurisdiction

Philip Rodney
Burness LLP

Building a leading position in a regional arena

Horst Ebhardt
Wolf Theiss Rechtsanwälte GmbH

The challenge of internationalisation: diverse regulations and legislation in different jurisdictions

Robert Millard
Linklaters LLP
Professor Carole Silver
Indiana University Maurer School
of Law

The US experience

Financing techniques for law firms

James Tsolakis
Royal Bank of Scotland

Building a business: successful rainmaking, adding clients and value to the practice

Norman Clark
Walker Clark LLC