

# BUSINESS DEVELOPMENT (FOR LAW FIRMS)

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In the new Book of the IBA Law Firm Management Committee, "Making the sale, Clinching the deal" edited by Stephen Revell, Partner at Freshfields in its Singapur Office, Thorsten Zulauf has written an article on the Business Development, both as a function and as a process, in law firms.

Authors: Stephen Revell and Thorsten Zulauf

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