

LAW FIRM STRATEGIES FOR THE 21ST CENTURY

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This book brings together contributions from globally active practitioners and specialists in a unique edition. Based on the latest research on Professional Service Firms and involving leading scientists, this book for the first time creates a bridge from theory to practice.

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Christoph H. Vaagt edited this book on firm strategies on behalf of the Law Firm Management Section of the Inter Bar Association (IBA). This book brings together contributions from globally active practitioners and specialists in a unique edition. Based on the latest research on Professional Service Firms and involving leading academics, this book for the first time creates a bridge from theory to practice. Based on the theoretical model of the market and resource-side strategy dimensions, important elements concerning the business model of the law firm of the future are discussed in detail in each part.

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