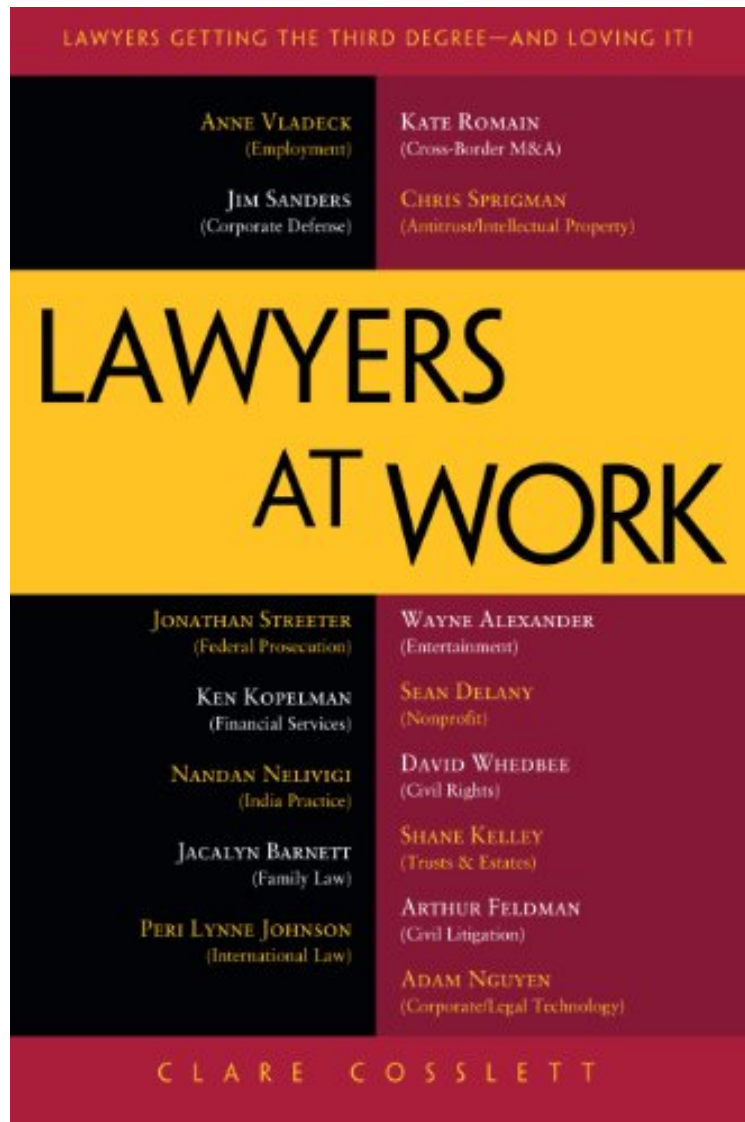


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Lawyers at Work

Clare Cosslett

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Clare Cosslett : Lawyers at Work before purchasing it in order to gage whether or not it would be worth my time, and all praised Lawyers at Work:

1 of 1 people found the following review helpful. If You Really Want to Know What Lawyers Actually Do and How They Think, Read This Book By Michael Diedring, Secretary General, European Council on Refugees and Exiles In the spirit of full disclosure, I know the author (or knew her, as Clare Cosslett and I were both summer law interns at NASA's Office of the General Counsel in Washington, DC in the early 80s. Hi Clare!). This is the book I wish had been written when I was in law school trying to decide what to do with my law degree. All too often, the work of a lawyer is either misrepresented or over-sensationalized on TV or in the movies. This book, however, tells it like it

really is, describing the perks, and sacrifices, of a career in the law, as well as the many different professional paths open to a lawyer. Having worked for years with international clients and foreign lawyers from 60 countries, it resonates when Nandan Nelivigi explains the struggle in representing clients in emerging market as a balancing of "[the] perfect deal versus a deal that works for the situation, for the reality that we're dealing with" (p.88), or how "It takes an emerging markets lawyer to really worry about fraud." (p.89). Similarly, I found myself agreeing with the advice Mr. Nelivigi had for any young practicing lawyer considering a career change to the international arena, "[Y]ou need to start by being a good lawyer. Period." (p. 94). I can empathize with Peri Lynne Johnson when she says, "As a junior lawyer, I was researching important questions ... but I couldn't make the decision." (p. 122). Her successful career within the UN world is an attractive path for many, and her advice on what she looks for in hiring is as pragmatic as invaluable, "I look for someone who has international experience, someone who speaks a foreign language, someone who I can see really has some kind of interest and awareness of things international." (p. 130). The book teases out sage advice for law students from Kate Romain, a US lawyer and partner in a prestigious Paris law firm: "a good professor can make a course that you're not interested in fascinating. A bad professor can make a course that you're interested in the worst thing in the world." (p. 135) Her description of the work of a young international lawyer in a small office is spot on: "[W]e got involved in everything.... And we made the coffee. I got to do everything from being a paralegal to being an eighth-year associate--good and bad. And it was fantastic." (p.140). I could go on and on with additional examples. I've had many of these conversations with senior colleagues and good friends over the years, but that's from the inside of the profession. This book provides insight and collective wisdom as if you had been specially invited to listen in on these conversations. This is a book for you if you have any interest in becoming a lawyer, or have any curiosity about what a lawyer actually does on a daily basis. It doesn't pull any punches and tells it like it is. Get out your highlighter, there's much to take away from this impressive collection of conversations. 0 of 0 people found the following review helpful. Essential Reading for Law Students and Law Grads! By GM, Retired Attorney A really fascinating , in depth look at a wide range of legal practice areas and the lawyers who who work in those fields. This book should definitely be required reading for anyone considering law school--or already in law school. It provides the knowledge needed to refine and focus a job search and in today's market, that knowledge could be the edge needed in landing a legal job. It is also a great asset for guidance and career counselors. Wish I had read it BEFORE I went to law school! 0 of 0 people found the following review helpful. Excellent insights into the workings of the legal profession By David Schick, CEO For those of us outside the legal field, who must select and retain lawyers, this book affords unique and valuable insights on how lawyers view their careers, their clients and their role in the legal process. The interviews presented are creative and well-directed, and provide an interesting, enjoyable and informative read. This book can greatly help business persons better understand how their lawyers tick.

"With probing questions and articulate answers, Cosslett and her subjects shed light on the challenges of legal practice in the current legal market." BLS Law Notes, 11.16.12 *Lawyers at Work* reveals what it means and what it takes to be a satisfied, sane, and successful lawyer in today's tough legal marketplace. Through incisive in-depth interviews, a top legal headhunter gives the 3rd degree to 15 successful lawyers who run the gamut of the legal profession. Practice areas represented in these profiles range from employment discrimination to corporate defense, from federal white collar prosecution to the legal structuring of complex derivative instruments, from antitrust in DC to trusts estates in Florida, from divorce in New York to international mergers in Paris, from intellectual property in Silicon Valley to creeping expropriation in India, and from entertainment law in Hollywood to welfare rights in the Bronx. Law firm sizes range from one of the biggest in the world with over two thousand lawyers to a one-lawyer general practice. Career levels range from biglaw partners and courtroom superstars to mid-level associates and ex-lawyers. Though many of the interviewees in *Lawyers at Work* are generic adversaries, the interviewer brings out commonalities in their ways of working, methods of reasoning, and sources of personal motivation. Readers hear from the practitioners' own unbuttoned lips about their career formation, daily work grind, victories and setbacks, guiding principles, professional rewards, and practical advice for aspiring lawyers. What you'll learn Readers will learn: what lawyers really do, why they're so expensive, and whether those stereotypes about them are warranted (if you are a client) whether you really want to become a lawyer and how to match yourself to the right practice area (if you aspire to be a lawyer) how to manage and build your legal career for greater personal satisfaction (if you are already a lawyer) how to leverage your skills into another practice area or profession (if you're an unhappy lawyer) Who this book is for *Lawyers at Work* appeals to a broad spectrum of readers: new and veteran lawyers of all types, prospective and actual law students, legal support staff, clients, business professionals who work with in-house lawyers, and general readers who are fascinated by the complex roles and ambivalent stereotypes of lawyers in our society and culture.

About the Author Clare Cosslett is the principal and founder of Cosslett Company, a legal search and placement firm. Prior to embarking on her 20-year career as a legal recruiter, she practiced law as a corporate attorney in the New York

offices of Skadden, Arps, Slate, Meagher Flom LLP and Moses Singer.