



LegalBizDev announces the first Client/Firm Collaboration Workshops



Press Release Source: LegalBizDev On Tuesday June 14, 2011, 3:28 pm EDT

BOSTON--(BUSINESS WIRE)-- [LegalBizDev](#) announced today that [Squire Sanders](#), a global law firm with 36 offices in 16 countries, will be the first law firm to participate in its new [Client/Firm Collaboration Workshops in legal project management](#).

In-house attorneys from Squire Sanders' clients will collaborate in these sessions with firm partners to address the fundamental question raised in the [ACC Value Challenge](#): "Working together, how do we improve the value of legal services?" The workshops will employ the just-in-time model, which enables lawyers to save time by finding exactly the information they need, just when they need it.

Client/Firm Collaboration Workshops will promote behavior change by helping lawyers to identify immediate action items in a half-day workshop, then following up with them for thirty to sixty days to ensure that the lessons are put into practice.

LegalBizDev is the first and only company to apply this approach to legal project management. These workshops will focus on specific steps outlined in the second edition of the [Legal Project Management Quick Reference Guide](#), published last month by [Jim Hassett](#), LegalBizDev's founder. Squire Sanders' partners and clients will receive individual guidance from Dr. Hassett on how to apply the book's tools and templates to increase efficiency.

As partner [Susan C. Hastings](#), a member of Squire Sanders' Global Board and Chair of its Partnering for Worldwide Value Initiative, explained, "These workshops will help us to respond to clients who have expressed an interest in applying project management best practices. Decision makers from some of the firm's largest clients, in collaboration with the Squire Sanders' team, will use a proprietary process to identify immediate and practical action items to jointly reduce risk."

Squire Sanders has long recognized the importance of project management to law firms as the economics of the profession continues to evolve.

In a [National Law Review article](#) last February, Squire Sanders partners [Stacy Ballin](#) and [Mitch Thompson](#) wrote, "The world has changed, and clients need more than ever from their law firms. They want their lawyers to partner with them to achieve their business goals and deliver value, not to merely send them a monthly bill showing how many hours have been spent."

LegalBizDev and Squire Sanders will announce the names of participating clients and other details from the first two sessions in a few weeks.

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