



MICHELE DESTEFANO is a Professor of Law at the University of Miami and Guest Faculty at Harvard Law School's Executive Education Program and at IE School of Law. She is the founder of LawWithoutWalls and MOVELAW. DeStefano is a former Climenko Fellow and Lecturer at Harvard Law School. Before attending law school at Harvard, she was an advertising executive at Leo Burnett and a marketing manager at Levi Strauss & Company. DeStefano frequently speaks and runs workshops on creative problem solving, collaboration, culture change, communication, and innovation for lawyers.

VISIT the author's website at www.movelaw.com

"An important book for an important time. Calling on extensive research and her own unparalleled experience, Michele DeStefano presents a compelling case that innovation in legal services is not only necessary but possible. Lawyers and law students at every stage of development would do well to embrace the prescient lessons in this book."
Professor David Wilkins, Lester Kissel Professor of Law, and faculty director of the Center on the Legal Profession at Harvard Law School

"A thought-provoking account of the unthinkable truth: All lawyers should learn how to innovate, even if their business model isn't broken. A necessary read for anyone who wants to differentiate in the legal marketplace."
Horacio Gutierrez, General Counsel and VP of Business & Legal Affairs, Spotify

"This work is the most important contribution so far to our understanding of innovation in law. Blending extensive research with practicing lawyers, a deep appreciation of strategy and management, and her own experience as a leading legal innovator, Michele DeStefano has written a book that should be read and acted upon by everyone interested in the future of legal service."
Professor Richard Susskind, author of Tomorrow's Lawyers

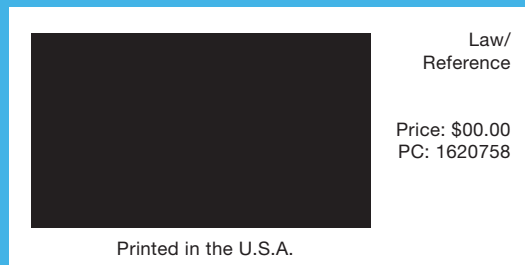
"Legal Upheaval is jam-packed with research, practical examples and reflection points on the topic of innovation—a must-read for law firm leaders, legal practitioners and students alike."
Wim Dejonghe, Senior Partner, Allen & Overy

"With insights from interviews with over 100 lawyers in companies and law firms, Michele DeStefano's book is set to become required reading for the successful lawyers of tomorrow."
Rosemary Martin, Group General Counsel and Company Secretary, Vodafone

"Massive change in the delivery of legal services is absolutely inevitable, and already well under way. Michele DeStefano shows the way to stay ahead by understanding the opportunity before us and creating strategies to overcome the mindset holding us back!"
Richard Macklin, Vice Chair, Dentons



Visit us at www.ShopABA.org



Law/
Reference

Price: \$00.00
PC: 1620758

Printed in the U.S.A.

LEGAL
upheaval
MICHELE DESTEFANO



ENDORSED BY
Daniel Pink, NYT/WSJ Best Selling Author

LEGAL

upheaval



A GUIDE
to Creativity, Collaboration, and Innovation in Law

MICHELE DESTEFANO

In today's legal marketplace, clients are demanding services that require a new skill set and a new mindset from lawyers. In *Legal Upheaval*, Professor Michele DeStefano lays out the trifecta for success in a changed legal landscape: creativity, collaboration, and innovation.

DeStefano, a former marketing executive, now a professor at the University of Miami and guest faculty at Harvard Law School's Executive Education program, has spent over a decade researching the evolving legal marketplace. In *Legal Upheaval*, DeStefano provides powerful evidence that collaboration towards innovation is the new value equation in law, creating stickier and more profitable client relationships.

In a conversational fashion, DeStefano takes us on a journey from why lawyers need to innovate to how they can do so. She unveils the Lawyer Skills Delta and maps out a methodology for filling the gaps in current legal skill sets: The 3 Rules of Engagement and The 3-4-5 Method of Innovation for Lawyers. Full of points of reflection, as well as concrete directions, *Legal Upheaval* makes innovation accessible.

Borne of DeStefano's own work leading hundreds of multidisciplinary teams on innovation cycles, as well as conducting over 100 interviews of general counsels and law firm partners, *Legal Upheaval* provides a new understanding of the expectations of clients. It is the playbook for lawyers looking to transform client relationships and create a client-leadership edge.