

01 DEC 2005

WINNING LEGALLY

What if managers treated their lawyers as partners?

By: Deborah Blagg



Bagley: Legal literacy should be a priority for managers.
Photo by Stuart Rosner

In her new book, *Winning Legally: How to Use the Law to Create Value, Marshal Resources, and Manage Risk* (HBS Press), Associate Professor Constance E. Bagley contends that managers who delegate responsibility for legal issues to in-house or outside counsel do so at their companies' peril. To avoid the kinds of recent blunders that have brought scandal and financial disaster to some of the country's best-known corporations, Bagley believes that general managers need to raise their level of legal astuteness. "Winning Legally isn't about turning managers into lawyers," she emphasizes. "Most managers already have a full plate. However, managers who possess even a basic understanding of relevant legal issues can help their companies become better not only at complying with the law, but also with harnessing its power to achieve their business objectives."

Before joining the HBS faculty in 2000, Bagley was a corporate securities partner in Bingham McCutchen LLP and a faculty member at the Stanford Graduate School of Business. She teaches the MBA elective *Legal Aspects of Management* and serves on the faculty of The Entrepreneur's Tool Kit executive education program. Her books include *The Entrepreneur's Guide to Business Law*, 2nd Edition (Thomson South-Western, 2003).

What do managers need to do to become more legally astute?

Legal astuteness has three components: attitude, organization, and knowledge. Managers first have to appreciate that legal matters are an integral and manageable part of doing business. Organizationally, managers need to facilitate frequent, two-way communication with legal counsel and provide them with enough business information to elicit opinions that make sense in a broad, strategic context. In terms of knowledge, managers need to become more legally literate so they can communicate effectively with counsel. This includes understanding their fiduciary duties and the circumstances under

Winning Legally Winning Legally

Lucy Fletcher, Paul Buka



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Every Landlord's Legal Guide Marcia Stewart, Janet Portman, Ann O'Connell, 2022-05-31 The legal forms and state rules every landlord and property manager needs To keep up with the law and make money as a residential landlord you need a guide you can trust Every Landlord's Legal Guide From move in to move out here's help with legal financial and day to day issues You'll avoid hassles and headaches not to mention legal fees and lawsuits Use this top selling book to screen and choose tenants prepare leases and rental agreements avoid discrimination invasion of privacy personal injury and other lawsuits hire a property manager keep up with repairs and maintenance make security deposit deductions handle broken leases learn how to terminate a tenancy for nonpayment of rent or other lease violations restrict tenants from renting their place on Airbnb and deal with bedbugs mold and lead hazards The 16th edition is completely revised to provide your state's current laws covering deposits rent entry termination late rent notices and more Comes With Access to Free Downloadable Forms includes access to more than 30 essential legal forms including a lease and rental agreement rental application notice of entry tenant repair request security deposit itemization property manager agreement and more IMPORTANT NOTE You DO NOT have to pay more to use the downloadable forms please see Appendix B in the book for the link to and instructions for using the downloadable forms that come with the book

Legal Strategies Antoine Masson, Mary J. Shariff, 2009-12-12 Far from regarding the law as supreme corporations approach law as an element of executive thought and action aimed at optimizing competitiveness The objective of this book is to identify explore and define corporate legal strategies that seek advantage in the opportunities revealed when the Law is perceived as a resource to be mobilized and aligned with the firm's business and economic agendas

Revenue Sharing and the Elderly: how to Play and Win Jane E. Bloom, 1973

Women and the American Legal Order Karen Maschke, 2013-09-13 Multidisciplinary focus Surveying many disciplines this anthology brings together an outstanding selection of scholarly articles that examine the profound impact of law on the lives of women in the United States The themes addressed include the historical political and social contexts of legal issues that have affected women's struggles to obtain equal treatment under the law The articles are drawn from journals in law political science history women's studies philosophy and education and represent some of the most interesting writing on the subject The law in theory and practice Many of the articles bring race social and economic factors into their analyses observing for example that black women poor women and single mothers are treated by the wielders of the power of the law differently than middle class white women Other topics covered include the evolution of women's legal status reproduction rights sexuality and family issues equal employment and educational opportunities domestic violence pornography and sexual exploitation hate speech and feminist legal thought A valuable research and classroom aid this series provides in depth coverage of specific legal issues and takes into account the major legal changes and policies that have had an impact on the lives of American women

How Commerce Became Legal Omar Youssef Cheta, 2025-09-30 When Egypt's markets opened

to private capital in the 1840s a new infrastructure of commercial laws and institutions emerged Egypt became the site of profound legal experimentation and the resulting commercial sphere reflected the political contestations among the governors of Egypt European consulates Ottoman rulers and a growing number of private entrepreneurs both foreign and local How Commerce Became Legal explores the legal and business practices that resulted from this fusion of Ottoman French and Islamic legal concepts and governed commerce in Egypt Focusing on the decades between the formalization of Cairo's practical autonomy within the Ottoman Empire in the 1840s and its incorporation into the British Empire in the 1880s Omar Cheta considers how modern laws redefined the commercial sphere shaping a mode of market governance that would persist for decades to come He highlights the demarcation of a new law defined commercial realm separate from the land regime and from civil or family centered exchanges and reconstructs these changes through both legal codes and state orders as well as individual merchant voices preserved in court documents As this book documents both individual experiences and structural explanations it offers a rare perspective on the scope and reach of market governance over the mid nineteenth century revealing changes simultaneously from within and without state institutions

Legal Tech, Smart Contracts and Blockchain Marcelo Corrales, Mark Fenwick, Helena Haapio, 2019-02-07 There is a broad consensus amongst

law firms and in house legal departments that next generation Legal Tech particularly in the form of Blockchain based technologies and Smart Contracts will have a profound impact on the future operations of all legal service providers Legal Tech startups are already revolutionizing the legal industry by increasing the speed and efficiency of traditional legal services or replacing them altogether with new technologies This on going process of disruption within the legal profession offers significant opportunities for all business However it also poses a number of challenges for practitioners trade associations technology vendors and regulators who often struggle to keep up with the technologies resulting in a widening regulatory gap Many uncertainties remain regarding the scope direction and effects of these new technologies and their integration with existing practices and legacy systems Adding to the challenges is the growing need for easy to use contracting solutions on the one hand and for protecting the users of such solutions on the other To respond to the challenges and to provide better legal communications systems and services Legal Tech scholars and practitioners have found allies in the emerging field of Legal Design This collection brings together leading scholars and practitioners working on these issues from diverse jurisdictions The aim is to introduce Blockchain and Smart Contract technologies and to examine their on going impact on the legal profession business and regulators

The Legal Extortion Racket Jim Diamond, 2022-12-08 JIM has had a 40 years career in the law During that period he worked as an outdoor clerk for Weightman's a small legal firm in Liverpool at the end of the 1970s and moved to London in the early 1980s He worked in house for Clifford Turner now Clifford Chance during the 1980s and Allen Overy during the 1990s With Clifford Turner and Allen Overy being two of the top five City of London law firms he spent most of my time working on some of the highest legal

costs disputes and budgets over a two decade period Throughout the last two decades he has worked independently With a client base ranged from individuals and small and medium sized enterprises SMEs to billionaires and corporate clients such as Goldman Sachs He has worked on many legal costs dispute cases throughout the UK The different systems across England Wales Scotland and the Channel Islands all suffer from his view the same problems including a lack of transparency and a lack of regulatory controls and protocols to protect the client from overcharging The book also looks at Jim s life journey from a comprehensive school education in inner city Liverpool in 70s to publishing stats on the UK legal market place which have over two decades been published worldwide The book looks at specific cases and his fights with the legal regulators in the UK Some cases are absolutely shocking and bring shame on the legal profession and legal regulators To balance the book he has added chapters which give a personal account of why who he is

Legal Education in Asia Andrew J.

Harding, Jiexiang Hu, Maartje de Visser, 2017-11-20 Legal education systems like legal systems themselves were framed across Asia without exception according to foreign models These reflect the vestiges of colonialism and can be said to amount to imitating the style and purposes of legal education typical in Western and relatively pure common law and civilian systems Today however we see Asian legal education coming into its own and beginning to accept responsibility for designing curricula and approaches that fit the region s particular needs This book explores how conventional transplanted approaches as regards program design as well as modes of teaching are or are on the cusp of being reimagined and discerns emerging home grown traces of innovation replacing imitation in countries and universities across East Asia

The Legal Assistant's Guide to Effective Communication Pasquale De Marco, 2025-04-28

The Legal Assistant s Guide to Effective Communication Mastering the Art of Legal Writing and Persuasion In today s fast paced legal environment effective communication is more important than ever before Legal assistants play a vital role in supporting attorneys and ensuring that legal documents are clear accurate and persuasive This comprehensive guide provides paralegals with the skills and knowledge they need to excel in their role as legal communicators With clear explanations practical examples and helpful exercises this book covers all aspects of legal writing including The different types of legal correspondence The elements of a well written legal document Tips for writing clear and concise legal documents Avoiding common pitfalls in legal writing Writing persuasive legal arguments Drafting effective legal contracts Composing compelling legal briefs Preparing effective legal memoranda Crafting powerful legal motions Navigating legal correspondence with confidence This book also includes chapters on the future of legal communication and the impact of technology on the legal profession You will learn about the latest trends in legal technology and how to use these tools to improve your efficiency and effectiveness Whether you are a seasoned professional or just starting your career in the legal field this book is an indispensable resource that will help you master the art of legal communication

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Introduction to the English Legal System - Revision Guide Özgür Heval Çınar,2021-02-08 The English Legal System is a legal system that dates back to 1066 evolving over time until the present day Throughout the world it is known as common law While Common law consists of case law and statutes it has reached its present state by incorporating elements of international law prerogative power and other legal and non legal sources such as conventions and customs This book does not repeat material that is available in many textbooks that are in print Rather it endeavours to present every topic in plain language and concludes every chapter with a fictitious explanatory sample case In other words it is an introduction to the subject of the English Legal System the objective of which is to explain the topic both theoretically and in its application Additionally this book will assist students to prepare for courseworks examinations At the end of the book there is also a test that summarises all the subjects contained in the book which is appropriate to the first stage SQE examination model that will be introduced in September 2021

Critical Legal Education as a Subversive Activity Helen Gibbon,Ben Golder,Lucas Lixinski,Marina Nehme,Prue Vines,2015-10-16 In an age when everyone aspires to teach critical thinking skills in the classroom what does it mean to be a subversive law teacher Who or what might a subversive law teacher seek to subvert the authority of the law the university their own authority as teachers perhaps Are law students ripe for subversion agents of or impediments to subversion Do they learn to ask critical questions Responding to the provocation in the classic book Teaching as a Subversive Activity by Postman and Weingartner the idea that teaching could or even should be subversive still holds true today and its premise is particularly relevant in the context of legal education We therefore draw on this classic book to discuss in the present volume the consideration of research into legal education as lifetime learning as creating meaning as transformative and as developing world changing thinking within the legal context The volume offers research into classroom experiences and theoretical and historical interrogations of what it means to teach law subversively Primarily aimed at legal educators and doctoral students in law planning careers as academics its insights speak directly to tensions in higher education more broadly

The Routledge International Handbook of Legal and Investigative Psychology Ray Bull,Iris Blandón-Gitlin,2019-09-11 The Routledge International Handbook of Legal and Investigative Psychology explores contemporary topics in psychological science applying them to investigative and legal procedures Written by recognized scholars from around the globe this book brings together current research emerging trends and cutting edge debates in a single comprehensive and authoritative volume Drawing from both research and practice this handbook highlights many important issues such as how to investigate and prosecute rape the value of emotional affect in homicide investigations and factors affecting jurors and suspects decision making By considering current research the

authors inform both legal and investigative professionals of findings that are of direct relevance to them and the steps that can be taken to improve efficiency This collection will inform investigative and legal professionals advanced psychology students academics researchers and policy makers It will also be of great interest to researchers from other disciplines including criminology policing and law

Social Class and Stratification Rhonda F. Levine, 1998 Bringing together the classic statements on social stratification this collection offers the most significant contributions to ongoing debates on the nature of race class and gender inequality Visit our website for sample chapters

Sourcebook on the English Legal System Gary Slapper, David Kelly, 2001 Sourcebook on the English Legal System is a key collection of primary legal sources Committee and Commission reports explanatory documents and articles A variety of critical articles and commentaries complement and expand upon these materials Since the first edition of this book in 1996 the English legal system has undergone major and comprehensive changes As a result of these profound changes this second edition has been thoroughly updated to include presentation and analysis of three landmark pieces of legislation the Access to Justice Act 1999 the Civil Procedure Rules 1998 and the Human Rights Act 1998 Other changes abound the Auld Committee has undertaken a root and branch review of the criminal justice system The Crown Prosecution Service has been re organised the nature of judicial impartiality has been authoritatively defined the role of the jury has been exposed to intense public and legal debate liability of advocates for courtroom negligence has been established the appeals system has been altered alternative dispute resolution has become a major feature of British life and European law has continued to widen and deepen its application The Sourcebook guides the reader through these areas as well as the more traditional elements of any course on the English legal system with clarity and insight

A Legal Framework for Caring Lucy Fletcher, Paul Buka, 1999-11-11 There is now considerable anxiety amongst nurses and allied health professionals as to how they should negotiate the potential minefield of legal niceties professional dictates and diminishing resources in today's health service Practitioners and students need a comprehensible introduction to legal and professional issues which is rooted in the realities of everyday practice This book is a direct response to that need with its clear exposition practice based case studies and an examination of the various Codes of Professional Practice

The Plurality and Synergies of Legal Traditions in International Arbitration Nayla Comair Obeid, Stavros Brekoulakis, 2024-02-20 The cultural diversity characterizing international arbitration today is as much a source of enrichment as it is sometimes a source of practical difficulties affecting both the arbitration procedure and the application of substantive law Consequently it is becoming clearer that the critical project for international arbitration in the immediate future will be how to best answer the fundamental question of cultural pluralism This book presents an informative and well argued discussion on many aspects of international arbitration clarifying the main procedural and substantive similarities and differences between different legal systems around the world focusing not only on common and civil law traditions but also the role played by regional legal traditions including Islamic law and African perspectives With

contributions from fifty arbitrators counsel and academics representing every region of the world where international arbitration has secured a foothold the volume consolidates and synthesizes a series of discussions sponsored by the Chartered Institute of Arbitrators that took place in Dubai Johannesburg and Paris in 2017 The essays identify and address the cultural distinctions that affect the key ever present factors which have forged the character of modern international arbitration such as the following the seat of the arbitration and the legal regime to which the arbitration is attached due process which has different and specific meanings in different national legal systems international standards such as international public policy illegality arbitrability and sanctions the immunity of international arbitrators form of presentation of evidence production of documents oral and written submissions and expert evidence the specific context of international investment arbitration disputes in specific industries or legal areas telecommunications construction mining intellectual property the role of national judges and the legal traditions they embrace throughout and after arbitration proceedings how to incorporate more conciliatory cultural traditions which are notably shared in many African and Asian countries and training and opportunities for the next generation in international arbitration The book is replete with tools and recommendations to ensure synergy and harmony between the different legal traditions that coexist in today s arbitral proceedings All users of arbitration whether the arbitrators themselves lawyers involved as counsel for parties or judges applying arbitration law will greatly appreciate this matchless elucidation of the different systems and alternative ways of presenting the divergent procedures and ways of conducting international arbitrations The book s immeasurable value to arbitration academics goes without saying

Modernizing Legal Services in Common Law Countries Laura Snyder, 2017-08-07 Most people understand that regulations have a direct bearing on their access to things such as clean air and water and safe working environments However in the United States few people make the connection between how legal services are regulated and how difficult it is for them to access legal services Indeed on the question of affordable and accessible civil justice the World Justice Project ranks the US 94th out of 113 countries behind Albania Belarus Myanmar and Russia For decades academics and others have debated whether the legal profession is self regulated and if it is whether it should be But is it the right debate Self regulation or not does not obviate the need for effective regulation Independent accountable and transparent regulatory bodies effective oversight of those bodies the genuine engagement of citizens in the regulatory process evidence based research to fully assess the impact of regulation and an approach to regulation that is proportionate and targeted to actual risks are essential for effective regulation Through the lens of the adoption of alternative structures this book explains how England Wales and Australia have by embracing these essential elements successfully modernized their regulatory environments for legal services and how Canada has taken firm steps down its own path to the same In contrast by rejecting these elements the United States remains paralyzed in an unproductive regulatory environment for legal services This book provides a blueprint for how the US can take inspiration from its common law

sisters to breathe new life into its regulatory environment for legal services Ultimately modernization will require more and better regulation that is financed publicly through equitable progressive revenue sources **Transnational Legal Ordering and State Change** Gregory C. Shaffer, 2013 Leading law and society scholars apply an empirically grounded approach to the study of transnational legal ordering and its effects within countries **Legal and Privacy Issues in Information Security** Joanna Lyn Grama, 2020-12-01 Thoroughly revised and updated to address the many changes in this evolving field the third edition of Legal and Privacy Issues in Information Security addresses the complex relationship between the law and the practice of information security Information systems security and legal compliance are required to protect critical governmental and corporate infrastructure intellectual property created by individuals and organizations alike and information that individuals believe should be protected from unreasonable intrusion Organizations must build numerous information security and privacy responses into their daily operations to protect the business itself fully meet legal requirements and to meet the expectations of employees and customers Instructor Materials for Legal Issues in Information Security include PowerPoint Lecture Slides Instructor's Guide Sample Course Syllabus Quiz Exam Questions Case Scenarios Handouts New to the third Edition Includes discussions of amendments in several relevant federal and state laws and regulations since 2011 Reviews relevant court decisions that have come to light since the publication of the first edition Includes numerous information security data breaches highlighting new vulnerabilities **Legal Strategy** ,

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