Our firm has consulted with David for many years to improve our culture of business development and general firm leadership. He is knowledgeable, experienced and fun to work with. He is extremely strong on implementation, follow up and accountability.” - Susan S. Brewer - CEO, Steptoe & Johnson PLLC.

When it comes to business development, David Freeman is superb. He brings a cost-efficient and confidence-inspiring approach to the challenging task of improving law firm business development practices. He has a deep understanding of today’s competitive legal services industry, and knows what the mechanisms of cultural integration in volatile, multi-office firms are. The chapter draws on a pilot study of law firm culture in one 500-lawyer firm.

Abstract

This chapter proposes a research agenda for the study of large law firm culture and explains how the research would contribute to both legal ethics and organizational theory. It focuses on two sets of questions that are uniquely suited to investigation in large law firms. First: what is the significance of organizational culture, relative to that of professional networks and subgroups? To what extent do organizational membership shape lawyers’ understandings about “how things are done”? Second: how is organizational culture sustained? What are the mechanisms of cultural integration in volatile, multi-office firms? The chapter draws on a pilot study of law firm culture in one 500-lawyer firm.

Citation


One factor which plays an important role in the culture of a law firm is its size. Law firms can range from a one-person solo practice (conducted by a sole practitioner) to global firms employing hundreds of attorneys all over the world. A small law firm, which typically engages from two to ten lawyers, is sometimes known as a boutique firm, as it often specialises in a specific area of the law. A mid-size law firm generally has ten to 50 lawyers, while a large law firm is considered to be one employing 50 or more attorneys.