UNIVERSITY OF FLORIDA LEVIN COLLEGE OF LAW

SPRING 2021 TERM

JANUARY 11 - 15, 2021

The Business of Life with a Law Degree

Practical Strategies, Tactics, and Skills for Your

Best Professional and Personal Life

SYLLABUS[[1]](#footnote-0)

# SUMMARY

*The Business of Life with a Law Degree* is a compressed course designed to help you develop your career and personal life with contemplation, intention, and meaning, and to gain practical skills and insights to help empower you to excel in life—whether as a practicing lawyer or in other work and activities leveraging your law degree. The course is about preparing and equipping you to manage better the choices, setbacks, surprises, and tradeoffs that you will inevitably face after graduating from law school by developing a strategic life plan. You will explore how to acknowledge and apply your passions, priorities, values, and ambitions as you navigate not only your career but also the full breadth of your life and its possibilities—from your connections with other people and places to your impact on the world. You will learn how to know your qualities and proficiencies, apply your strengths more effectively, offset your weaknesses, recognize opportunities, and address external threats. The course is designed to help you think more proactively about work and personal life readiness, career and workplace dynamics, networking and relationships, improving communication and connection, crafting a personal brand and managing your reputation, building agility and resilience, dealing with difficult circumstances and character conflicts, mapping financial planning and asset management, and addressing issues of physical self-care, stress management, and emotional mindset. Ultimately, it is not about creating a rigid plan or providing solutions; it is about better preparing to channel your time, talent, and resources in and out of the workplace with purpose and authenticity—through the good, bad and ugly of life’s expected and unforeseeable circumstances and your own evolution as an individual. Through readings, self-assessments, worksheets, class lectures, simulations, group exercises, and a final paper, *The Business of Life with a Law Degree* will help you develop a personal strategy, tactics, and toolkit to support your optimizing the joy, fulfillment, and positive impact of your professional, personal, societal, and experiential life.

**INSTRUCTOR:** Jeff Bartel

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J.D. *magna cum laude*, University of Florida, 1994

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**CLASSROOM:** TBD

**CLASS TIME:** 9 a.m. to 11:50 am M, T, W, Th (1/11-14); 9 a.m. to 10:50 Fr (1/15)

**OFFICE HOURS:** 12 p.m. - 2 p.m. M-Th (1/11-14); 11 a.m. - 2 p.m. Fr (1/15),

and by appointment

# STUDENT LEARNING OUTCOMES

After completing this course, you will:

* Develop strategies and tactics to pursue your personal values, principles, and priorities, better establish goals to realize them, and learn useful life skills and tools you can apply to equip yourself better professionally and personally
* Better understand the opportunities and challenges you face professionally and personally as a lawyer and how to make intentional decisions to help you toward a satisfying career and personal life
* Learn your strengths, proficiencies, qualities, and weaknesses and understand how best to leverage, offset, and integrate them positively
* Gain strategies and tactics to guide your career path and improve your effectiveness in, out, and beyond the law
* Enhance your capacity to be a trusted adviser, counselor, and entrepreneurial lawyer
* Clarify your priorities and aspirations, better examine choices purposefully, and recognize the importance of taking ownership of your options and mindset
* Better understand how to act, work, and live in a way that is consistent with your values
* Clarify your career and workplace goals and objectives and be more agile to adapt to the unforeseen and unforeseeable
* Understand how to proactively build enduring relationships with people and affiliations and create trust, goodwill, and common ground
* Learn how to better manage workplace and personal stress, adversity, difficult people and situations, and conflicts of character
* Build and enhance your professional and personal effectiveness and communications skills
* Learn how to develop and own your personal brand and manage your reputation
* Improve how you consider work, personal, lifestyle, and social impact boundaries and understand how to integrate and separate different life roles
* Enhance how you can find new ways to meet competing priorities, anticipate demands, and plan the use of your time, talent, and resources effectively
* Develop and promote synergies between your career and other life priorities
* Learn to be flexible, creative, and spontaneous in work, family, and other life roles while maintaining your personal compass
* Better prepare for change and choices in ways that support work, family, and com­munity
* Understand the importance of physical, emotional, intellectual, financial, spiritual, and social self-care and mindset and their effect on your life goals and legacy
* Gain an appreciation for the value of lifelong learning and growth and opportunities for personal joy, fulfillment, and positive impact

# WORKLOAD, PREPARATION, PARTICIPATION, AND FINAL WORK PRODUCT

You will spend approximately two hours preparing for every hour of class. Before the course begins, you will be provided a coursepack available online with a set of readings and other media sources, self-assessments and questionnaires, and other materials, which are specifically designed for each class day as the course progresses. Given the back-to-back class meetings each day of this one-week compressed course, you should ensure you have reviewed and completed the designated coursepack material before each day begins. The class meetings and discussions will serve as the framework for your learning, along with your completion of coursepack assignments. In class, there will be lectures with some Socratic method, interactive and collaborative discussion, and presentation of real-world vignettes (rather than formal case studies) to synthesize the curriculum. Classroom participation is a critical component of this course, and you are expected to be ready, willing, and offer to participate during class time. All of your work will culminate in a final project in the form of a personal career, business, and life plan, the expected format of which will be discussed and provided in class. The curriculum and your exercises in and outside of the classroom will help to prepare and guide you.

# COURSE GRADING AND STUDENT EVALUATION

Grades will be based primarily on the effort expended in preparing for class, reviewing the coursepack materials and doing the assignments, active class participation including group and interactive exercises, and a final written paper. The final grade components will be: **(1) active class participation – 30% and (2) final paper – 70%.** To maximize your grade performance, you should remain current with class coursepack assignments and the module templates, attend and actively and collaboratively participate in each class, and take the final written assignment seriously.

### Coursepack preparation

The coursepack contains selected readings and media source material, as well as self-assessments and questionnaires for you to complete before each class. **You will not be required to present or share your self-assessments or questionnaire responses with your classmates, nor will your grade be affected by not doing so. That said, you are welcome to discuss or share any findings or responses as you wish.**

### Active classroom participation

Classroom participation serves as the first opportunity to demonstrate your preparation for each class day, your constructive and thoughtful individual input and collaboration in group exercises, and your knowledge and synthesis of the topics covered during the course.

### Final paper

A final written assignment—a personal career, business, and life strategic “plan” for you—will be submitted one week after the course concludes and should be based on the template found in the coursepack. That work product is intended for you to incorporate and synthesize, as appropriate, the assigned readings and source material, the application of your self-assessments and questionnaire responses, and the topics and material discussed in class to prepare your life plan draft. The final paper will ask you to take stock of your learnings, gain perspective and reflect meaningfully about yourself, and synthesize those insights to shape a plan for both near-term actions and serve as a working guide or compass moving forward. To prepare your final paper, you are encouraged, but not required, to reach out to at least one seasoned professional whom you consider a confidante, trusted adviser, or mentor—one who has a law degree but may be in or out of the legal profession. You are encouraged to use what you have learned in the course to gain their practical insights—by discussing and probing how these professionals have approached their life and career, what they would tell their former student or young professional self, where their vision of their life and personal values have changed or been challenged, how their definition of work, home, and family roles evolved over their life, and any relevant life wisdom or coaching they might impart. It is hoped that their independent wisdom, insights, and personal guidance may further assist you in preparing your life plan. Thus, your final project will ask you to take stock of the totality of your learnings and how you intend to apply them to your professional and personal life.

**The final written paper will be graded without judgment of any kind as to the values, principles, passions, ambitions, and priorities you identify or the work or personal life challenges or circumstances particular to you. Instead, the paper will be evaluated and graded on its presentation, thoughtfulness, thoroughness, and your incorporation and application of the course materials, theories, frameworks, and topics covered in the coursepack and class.** The final paper will be due to the instructor via email no later than Friday, January 29, 2021, by 5:00 p.m. EST. Any final paper submitted late without justification will lose one full letter grade for each day late.

Once your final grade is posted, the instructor would be happy to schedule a one-on-one meeting with you to review your final paper, provide confidential feedback and guidance, and assist with your efforts to develop your best career, business, and life plan.

# GRADING INFORMATION

The University of Florida Levin College of Law’s mean and mandatory distributions are posted on the College of Law’s website, and this course adheres to that posted grading policy. The law school grading policy is available at<http://www.law.ufl.edu/student-affairs/current-students/academic-policies#9>.

# ATTENDANCE

Per the American Bar Association (ABA) requirements, you must attend all class meetings unless you email the instructor in advance with a legitimate excuse. Requirements for class attendance, make-up assignments, and other work in this course are consistent with university policies that may be found at<https://catalog.ufl.edu/ugrad/current/regulations/info/attendance.aspx>. However, please note that because the course is compressed into one week, missing a day amounts to missing 1/5th of class time, making it very challenging for you to gain the full benefit of the course.

# ACCOMMODATIONS

Students requesting accommodation for disabilities must first register with the Disability Resource Center at <http://www.dso.ufl.edu/drc/>. Once registered, students will receive an accommodation letter, which must be presented to the Assistant Dean for Student Affairs (Dean Mitchell) when requesting accommodation. Students with disabilities should follow this procedure as early as possible. With prior notification to the professor, students are entitled to be excused from class or other scheduled academic activities to observe a religious holiday of their faith. Students can have a reasonable amount of time to make up the material or activities covered in their absence. Students will not be penalized due to absence from class or other scheduled academic work because of religious observances.

# ACADEMIC HONESTY

Academic honesty and integrity are fundamental values of the university community. Students should be sure that they understand the University of Florida Student Honor Code at<http://www.dso.ufl.edu/students.php>.

# COURSE AND INSTRUCTOR EVALUATIONS

Students are expected to provide professional and respectful feedback on the quality of instruction in this course by completing course evaluations online via GatorEvals. Guidance on how to provide feedback professionally and respectfully is available at<https://gatorevals.aa.ufl.edu/students/>. Students will be notified when the evaluation period opens and may complete evaluations through the email they receive from GatorEvals, in their Canvas course menu under GatorEvals, or via<https://ufl.bluera.com/ufl/>. Summaries of course evaluation results are available to students at<https://gatorevals.aa.ufl.edu/public-results/>.

# COURSE PEDAGOGY

*The Business of Life with a Law Degree* is specially designed for and intended as a course that spans non-traditional segments of time, careers, personal preferences, ideals, and circumstances. The curriculum focuses on research and evidence-based sources and/or the universally or generally accepted views of leading thought and impact leaders. The methodology utilizes a creative presentation of subjects and materials, including self-assessments, simulations, and collaboration exercises. These offer students the opportunity to engage in ways that assist them in bridging the classroom, theory, and practice. The course meets primarily in a classroom lecture/instructor presentation setting. Each class meeting concentrates on the topics and assignments covered in the coursepack, which students are expected to have completed beforehand. In class, the subject matter is led by the instructor through lectures, some use of the Socratic method, individual student contribution, and group exercises—all of which are intended for critical thinking and applied learning. Audio-visual presentations are used as well to support the subject matter and to include supplemental concepts. At the end of each class meeting, the issues are amalgamated to provide a synthesis of findings and conclusions (take-aways), real-world and life application, and enduring general understanding. Each day, a portion is reserved for flextime to address specific questions and spillover topics, and to articulate tools, evidence-based tips, and “hacks” of particular interest to students during each module. Due to the course’s cumulative and progressive nature and the expectation of active student engagement, no mid-course enrollment or auditing is permitted. Students must take part in: pre-class preparation through the coursepack readings, self-assessments, and written exercises; active classroom engagement, student group, and simulation activities; and preparation of a final written project that synthesizes and incorporates the student’s learning and personal growth. *The Business of Life with a Law Degree*’s unique pedagogy prioritizes experiential, hands-on learning, and real-world applications.

# READINGS AND COURSEPACK

Instead of numerous individual books and printed materials, a coursepack is provided that includes (1) a selection of readings, including excerpts from printed material, as well as other research and evidence-based media and sources, and (2) a workbook of self-assessments, written exercises, questionnaires, and templates for students to utilize during the course—all of which serve as the framework for class sessions and the final paper. Class modules are focused on each of the primary course topics utilizing lectures, audio-visual decks presented by the instructor, and action-based learning activities, including simulations and situational vignettes (rather than formal case studies). Also, unassigned and unrelated and without any impact on any student grade or evaluation, the coursepack also includes a more extensive bibliography and links to additional books, essays, articles, videos, and graphics, which provide a more in-depth understanding should you wish to pursue independent research or learn more on various topics and issues related to the subject matter of the course.

# COURSE INTRODUCTION

Welcome to *The Business of Life with a Law Degree*. The course is designed to assist you with your life journey—to help you recognize and apply your life values, principles, passions, priorities, and ambitions, to be strategic and tactical about your actions and decisions, to learn useful practices and skills to become more purposeful and effective, and to feel more empowered to follow your intuition as well. The curriculum encourages you to consider how to plan for and examine the issues, challenges, and questions you will likely face in our evolving and rapidly changing world. The course poses big and important questions, provides best and generally accepted practices and evidence-based approaches to consider and implement, and allows you to prepare a work product in the form of a career, work, and life plan that can help serve as a workable structure for you to develop and build upon in the years ahead.

In college, particularly in a liberal arts and science education, we are taught to “think,” often broadly. In higher education, pedagogy centers on a declared major, concentration, or field of study along with some level of interdisciplinarity in a broad group of core courses or general education. In graduate and professional schools, we are taught both theory and some level of practice for our intended or chosen profession—in this case, being a lawyer and applying our law degree. But rarely do we consider or examine how to thrive in our work and personal lives. Thus, in school, we are provided the opportunity to grow and even transform intellectually and vocationally. However, we are not necessarily taught how to create a vision for our life, nor given tools to help us more purposely and intentionally find our compass and discover and shape our future. This course seeks to help us consider, manage, and even optimize those circumstances, challenges, and opportunities that are universally or generally experienced and observed by all of us and make the kind of impact we want to make, each in our way.

We may ask: How can I approach my active and busy life with more intention, purpose, and meaning, and what can I do to help me most in making my intended life a reality? This course is designed to explore this compound question and build on conversations that arise from students’ individual and collective exploration of other issues, challenges, and opportunities that present themselves throughout the course.

Life is a series of choices, chances, and circumstances. We live in a fast-paced and imperfect world, with an “always moving, always on” modern culture, where professional and personal fulfillment may appear to grow more elusive. We often face limited opportunities to make decisions, and sometimes only have one chance. Undoubtedly, earlier decisions affect later choices. We learn a lot about ourselves from making and living decisions, but we do not always have low stakes ways to do this in real life. This course is intended to better contemplate what you wish to create with your life and what experience makes for you.

Fundamentally, *The Business of Life with a Law Degree* is about discovering what matters to the individual and helping you capture that in the years to come—with purpose and intention as much as possible—as you and your life evolve. It is about how you can stay true to your authentic self as you navigate not only your career but also the breadth of your experience — from your relationships and connectivity with individuals, groups, and entities to your impact on your family, community, and the world. It is about preparing and equipping you to better handle the difficult choices and circumstances, the subjective tests and surprises you will face—and to be able to do so with purpose, meaning, confidence, and resilience.

The course is about getting to know yourself, what matters to you, and how to get the most of your professional and personal life. The course is not about creating a rigid five, ten, or twenty-year plan. It assists you in understanding yourself better, how to leverage your strengths and to address and offset your weaknesses, so that you can more thoughtfully and confidently seek the realization of your goals, and navigate the choices, tradeoffs, turns, and surprises that will inevitably present themselves—particularly in your first years after graduation and beyond. *The Business of Life with a Law Degree* course strives to help you to think deeply and intentionally about the following questions, which you will explore:

* First consider this *a priori* question: You will spend days, weeks even, writing an important research paper or law review article, or studying for an important exam, or at some point, preparing a court filing, brief, or even a business plan. You may spend hours each week surfing the internet, looking at social media, or watching sports or a movie you have seen four times before. Yet will you spend the same amount of time and energy to consider and craft your own life, career, and aging plan?
* Whether in a law firm, government service, a company, academia, or elsewhere, how do you see yourself applying your law degree in your career and elsewhere in your life?
* Are you ready for unforeseen and unforeseeable change in the nature and dynamics of law practice, of the commoditization of attorneys, the use and application of technology, of the use of legal services and your role as a lawyer? What do you do and prepare if your reality does not match your vision and expectations?
* What are your core personal values, interests, motivations, and expectations? What are your personality qualities, strengths, and challenges? Do you know how to apply them purposely, and how they affect your work and personal life?
* How do you currently measure your life? What factors or experiences might change those measures? What would be your measure of a life “well-lived”?
* What does living a fulfilling life mean to you? What role will happiness, meaningfulness, and impact to others contribute to your life? How will you prioritize and cultivate each of these in your post-degree life?
* What are the circumstances when you lose track of time because you are so engrossed in something, or enjoying something so much?
* What concerns and worries you the most and what causes you the most anxiety and continued stress?
* Are you able to distinguish between “must-have,” “should have” and “nice to have” goals, achievements, or even material items?
* Where and under what circumstances do you personally wish to be a leader or an influencer? What is your intended leadership style to manage and motivate others? How can you identify and leverage the leadership styles of others to drive action and results?
* How do you manage time, your talents, your assets, and your resources in daily life? How would you ideally like to utilize them, and how can you get there?
* How can you improve your chances of success and achievement at work in your style, habits, communications, and management of situations?
* What motivates you most as you explore your career possibilities? What issues, situations, and people make you the most emotional (energized, upset, positive, and negative)?
* How might you manage work-personal life tensions and tradeoffs? How might you think about competing demands between family and career? Are you happy with the tradeoffs you are making in your life right now? What about the tradeoffs of others you admire or even emulate?
* What is your current and aspirational personal brand? How do you wish to convey it through your actions, activities, and communications in a compelling, credible, and impactful way?
* How do you develop and maintain relationships to help sustain you and support others, both at work and in your personal life?
* How do you take care of yourself in terms of physical, emotional, intellectual, spiritual, character, financial, social, experiential, service, and legacy? How might you improve your self-care?
* How do you build resilience and grit? How might you deal with professional and personal losses, challenges, adversity, failures, traumas, and successes?
* How do you create and change habits to keep you learning, growing, and staying true to your values and priorities?
* Who are the persons, groups, stakeholders, and constituencies you envision wanting to serve and give the most of your time, talent, and resources? What is the difference you would like to make to them?
* In the end, the fundamental questions are these: If we recognize that “hope is not a strategy,” what can we do to plan, implement, check and adjust a strategy to help you excel and find fulfillment in your life? How do you develop a purpose-driven, meaningful life of positive impact through “the good, the bad, and the ugly” of adult life and aging? How can you achieve personal balance through it all to find joy and contentment where possible? We examine aspects of these issues and how to craft a vision for it all.

# COURSE CURRICULUM, OUTLINE, AND MODULES

The course will include the following modules over five (5) class days and fourteen (14) class session hours. The materials in the coursepack are intended for the student to prepare for each class session and will take approximately two hours to complete for each hour of class. Students will not be advantaged in terms of class preparation by “getting ahead” in the coursepack given the pacing of the course.

## Monday, January 11, 2021

1. **Welcome: Introductions, Overview of Topics and Progression, Expectations, and Outcomes**

Addressing the big questions. Instructor introductions. Curriculum, methodology, and techniques. Intended course learnings and outcomes. Maximizing utility of student time and effort. Respect and privacy issues. Grading and evaluation. Use of “parking lot” for additional questions. “Start, stop, continue” feedback. Seeking and gaining additional perspectives, guidance, and wisdom. Other available readings, source material, and media. Instructor office hours and availability.

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1. **Life Vision: Reading Your Professional and Personal Compass; Developing a Career, Business, and Life Plan; Creating an Enlightened Life Toolkit; Implementing a Strategy and Tactical Goals and Objectives**

Bridging ideas, dreams, inspiration, and aspiration with the realities of a dynamic, modern life. Optimizing work and personal life readiness. Building the foundation of a long-term plan for investment of your time, talent, and resources. Composing an intentional, purposeful, and successful life strategy and toolkit. The benefits of professional and personal growth on yourself and others in your orbit.

### Coursepack

* Article: Clayton M. Christensen, “How Will You Measure Your Life?" *Harvard Business Review* (July 10, 2010), <https://hbr.org/2010/07/how-will-you-measure-your-life>

OR

Video: Clayton M. Christensen, “How Will You Measure Your Life?” *TEDxBoston* (July 17, 2012), <https://www.youtube.com/watch?v=tvos4nORf_Y>

* Article: Charles Duhigg, “The Future of Work: Wealthy, Successful and Miserable,” *The New York Times Magazine* (February 21, 2019), <https://www.nytimes.com/interactive/2019/02/21/magazine/elite-professionals-jobs-happiness.html>
* Simulation Questionnaire (15 min.): Leslie A. Perlow, Constance Noonan Hadley and Laura Onelio, *Crafting Your Life Simulation*, Harvard Business School Publications (June 24, 2020)
* Exercise: Letter to Your Future Self OR Writing Your Eulogy (templates provided)

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1. **Self-Assessment, Reflection, and Synthesis (Part I): Values, Principles, Passions, Aspirations, and Priorities**

Understanding your personality, style, preferences, leadership, and other qualities. Assessing who you are and what makes you tick. Empowering your self-awareness to optimize your success and minimize struggle. The laws of lifestyle inertia.

### Coursepack

* Exercise: Questionnaire
* Book summary: Adam Grant, *Give and Take* (2014), summarized by *NJlifehacks.com*, <https://www.njlifehacks.com/give-and-take-adam-grant-summary/>
* James Runde, “Why Young Bankers, Lawyers, and Consultants Need Emotional Intelligence,” *Harvard Business Review* (September 26, 2016)
* Self-assessment (10 min.): Adam Grant, *Give and Take* Assessment, <https://www.adamgrant.net/quizzes/give-and-take-quiz/>
* Template: Priorities (work, personal relationships, self-care, social impact)

## Tuesday, January 12, 2012

1. **Self-Assessment, Reflection, and Synthesis (Part II): Proficiencies, Strengths, and Weaknesses**

Understanding your proficiencies, qualities, and area of improvement to be better at work, home, and play. Learning to leverage your strengths and offset your weaknesses. Understanding and applying your capabilities and potential more fully in your career and personal life. Pre-wired, hard-wired, and re-wiring. Discovering your best authentic self.

### Coursepack

* Book excerpt: Stewart D. Friedman, *Leading the Life You Want: Skills for Integrating Work and Life* (2014), <https://www.totalleadership.org/wp-content/uploads/2017/12/Friedman_Leading_introch1.pdf>
* Book summary: Tom Rath, *Strengthsfinder 2.0* (2017 ed.), summarized by *LifeClub.org*, <https://lifeclub.org/books/strengthsfinder-2-0-tom-rath-review-summary>
* Self-Assessment (15 min.): High5Test, <https://high5test.com/test/>
* Self-Assessment (15 min.): Myers-Briggs Type Indicator (MBTI)® 16 Personalities, <https://www.16personalities.com/free-personality-test>
* Self-Assessment (15 min.): TypeFinder® for the Workplace, <https://www.truity.com/test/type-finder-workplace>

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1. **Change Management in, out, and beyond the Law: Legal and Alternative Career Paths; Practice Area, Workplace, and Lifestyle Navigation, Choices, and Circumstances; Being a Champion of Change and Growth**

Opportunities and challenges facing lawyers and the legal profession. Career advancement and dynamics in private practice, public interest, corporate counsel, public and elective service, and academia. Matching your specialization or practice area with your personality, interests, proficiencies, and intended lifestyle. Career paths and trajectories beyond the lawyer *qua* attorney. Compensation, work sophistication, workplace culture, and location. Contributions and impact within and beyond the law.

### Coursepack

* Article: Jeffrey J. Selingo and Kevin Simok, “The Future of Your Career Depends on Lifelong Learning,” *Forbes* (Oct.9, 2017), <https://www.forbes.com/sites/schoolboard/2017/10/09/the-future-of-your-career-depends-on-lifelong-learning/#36eaf04b1bd7>
* Article: M. Todd Henderson, “Do Lawyers Make Better CEOs Than MBAs?” *Harvard Business Review* (August 24, 2017)
* Article: John Rampton, “Personality Traits of an Entrepreneur,” *Forbes*, (Apr. 14, 2014), <https://www.forbes.com/sites/johnrampton/2014/04/14/5-personality-traits-of-an-entrepreneur/#30719cef3bf4>
* Book summary: Paul A. Haskins ed., *The Relevant Lawyer: Reimagining the Future of the Legal Profession* (2015), summarized by Simon Chester, “[The Relevant Lawyer – New Book From ABA Publishing](http://www.slaw.ca/2015/04/29/the-relevant-lawyer-new-book-from-aba-publishing/),” *Slaw* (April 29, 2015), <http://www.slaw.ca/2015/04/29/the-relevant-lawyer-new-book-from-aba-publishing/>
* Book summary: Richard Susskind, *Tomorrow’s Lawyers: An Introduction to Your Future* (2017), summarized by *getAbstract.com*, <https://www.getabstract.com/en/summary/tomorrows-lawyers/18838>
* Article: Sunny Choi, “Finding Your Passion in the Law,” *Above the Law* (March 6, 2014), <https://abovethelaw.com/career-files/finding-your-passion-in-the-law-part-1/>
* Article: Sunny Choi, “Finding Your Passion Outside of the Law,” *Above the Law* (April 17, 2014), <https://abovethelaw.com/career-files/finding-your-passion-outside-of-the-law/>
* Article: Sunny Choi, “Finding Your Passion Above the Law,” *Above the Law* (July 31, 2014), <https://abovethelaw.com/career-files/finding-your-passion-above-the-law-part-3/>
* Article: Larry Downes, “First, Empower All the Lawyers,” *Harvard Business Review* (December 1, 2004)

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1. **Competitive Advantage with your Law Degree: Futureproofing; Entrepreneurial Management; Business Development; Personal Brand and Reputation Management; Assets, Affiliations, and Goodwill**

Providing “but for” legal advice, advocacy, and assistance. Serving as confidante and counselor to others. Maximizing and futureproofing your value proposition. Avoiding stereotyping, pigeonholing, and commoditization. Developing your personal brand, style, and reputation. Digital transformation, global and new communities, remote work and “virtuality.” Designing an affiliation and media strategy. Assessing and constructively influencing how others perceive you. Understanding and creating the “Matthew Effect.”

### Coursepack

* Article: Courtbuddy, “Avoid the Herd: 5 Ways to Stand Out as a Lawyer,” *Courtbuddy.com blog* (Jan. 26, 2017), <http://medium.com/@courtbuddyinc/avoid-the-herd-5-ways-to-stand-out-as-a-lawyer-ad65da52dfbd>
* Article: Daniel Susskind and Richard Susskind, “Technology Will Replace Many Doctors, Lawyers, and Other Professionals,” *Harvard Business Review* (October 11, 2016)
* Article: Tamara Erickson, “Reinvent Your Career and Your Life: Doing What You Want—Career Strategies for Boomers,” *Harvard Business Review* (March 10, 2008)
* Megan Marrs, “The First Step to Building Your Personal Brand,” *Forbes* (February 12, 2012), <https://www.forbes.com/sites/dailymuse/2012/02/14/the-first-step-to-building-your-personal-brand/#5521062a6201>
* Megan Mosley, “Paid, Owned, Earned Media - How to Get the Best of Each Type,” *ReferralRock.com* (Sept.12, 2018), <https://referralrock.com/blog/paid-owned-earned-media/>
* Template: Career Roadmap

## Wednesday, January 13, 2021

1. **Professional Development: Influence and Persuasion; Authentic Leadership and Leadership Presence; Subject Expertise; Effectiveness and Valued Work; Productive and Persuasive Communication**

Organizing, prioritizing, and managing your professional life in concrete terms. Being an effective, efficient, and “can do” attorney. Managing your and others team member’s effectiveness, productivity, collaboration, and constructive collegial conflict. Examining the lawyer as business manager and leader. Developing and implementing tactics and tools to help you be more “in-distractible” and “unshakeable.” Group decisions, consensus building, and power relations. Making your communications and interactions more powerful to specific audiences. “Strategy, data, process, people” perspective. Sharpening rhetorical skills that resonate and complement your intentions. Establishing professional boundaries and expectations. Plan, do, check, adjust (PDCA).

### Coursepack

* Book excerpt: Stewart D. Friedman, *Total Leadership: Be a Better Leader, Have a Richer Life* (2014), <https://www.totalleadership.org/wp-content/uploads/2017/12/Friedman_Total_PBKprefch1ch2-111017-revised-preface.pdf>
* Article: Adam Grant, “Productivity Isn’t About Time Management, It’s About Attention Management,” *The New York Times* (Mar. 28, 2019), <https://www.nytimes.com/2019/03/28/smarter-living/productivity-isnt-about-time-management-its-about-attention-management.html>
* Article: Jeremy Sutton, “20 Effective Communication Techniques to Start Using Today,” *PositivePsychology.com*, <https://positivepsychology.com/communication-techniques/>
* Article: Brian Fetherstonhaugh, “Developing a Strategy for a Life of Meaningful Labor,” *Harvard Business Review* (September 5, 2016)

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1. **Personal Development: Situational Agility and Flexibility; Managing Conflict in Life and at Work; Dealing with Difficult People; Conﬁdence and Mindfulness; Embracing Radical Candor to Find Clarity; Financial Well-Being**

Manifesting constructive discipline. Recognizing and deploying keystone habits, time blocking, habit stacking, task scheduling, daily rituals, and “hunter” and “gatherer” activities. Managing and overcoming conflict. Active listening and candor. How to face the complexity of choices and demands among a busy career, home, and personal life. Acknowledging and recalibrating the work-personal life imbalance. Developing agility and your own rhythm at work and elsewhere. Financial stability, management, wealth, and planning for life’s events and beyond.

### Coursepack

* Book summary: Laura Huang, *Edge: Turning Adversity into Advantage* (2019), summarized by Dina Gerdeman, “Hard Work Isn’t Enough: How to Find Your Edge,” Harvard Business School Publications (January 27, 2020), <https://hbswk.hbs.edu/item/hard-work-isn-t-enough-how-to-find-your-edge>
* Self-Assessment: Laura Huang, Find Your Edge Quiz, <https://quiz.tryinteract.com/#/5d655c0f72da990014aad23c>
* Book review: Kim Scott, *Radical Candor* (2017), reviewed by Marc Abraham, *Medium.com* (August 17, 2017), <https://medium.com/@maa1/book-review-radical-candor-2f9568e5c050>
* Article: Leslie A. Perlow, “Are You Sleeping with Your Smartphone?” *Harvard Business Review* (May 22, 2012)
* Book summary: Charles Duhigg, *The Power of Habit: Why We Do What We Do and How to Change* (2014), summarized by Kim Hartman, *KimHartman* blog, <http://www.kimhartman.se/wp-content/uploads/2013/09/The-Power-of-Habit-Summary.pdf>
* Exercise: Personal development mind map
* Resource: Getting Things Done® Mastering Workflow Methodology Guides
* Article: Laura Shin, “The 1-Page Financial Plan: 10 Tips for Getting What You Want From Life,” *Forbes* (March 31, 2015), <https://www.forbes.com/sites/laurashin/2015/03/31/the-1-page-financial-plan-10-tips-for-getting-what-you-want-from-life/#4c44fdcf72de>
* Exercise: Nerdwallet Budget Planner Worksheet, <https://www.nerdwallet.com/article/finance/budget-worksheet>

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1. **Character Management: Decision Making; Personal Judgment; Questions of Values and Conscience; Thoughtful Actions and Decisions with Consequences; Faith and Spirituality**

Managing your career, work, and personal judgments and decisions with intention. Private and public moral, ethical, legal, loyalty, and faith challenges. Addressing and managing circumstances when faced with issues of “right and wrong” and also those circumstances of “gray” in the workplace, at home, and elsewhere. How to drive toward and adapt to your life’s milestones in meaningful and intentional ways that do not compromise who you are. Being resourceful and applying values-based behavioral economics to your own life. Establishing a path for work and career through the transitions and tradeoffs of “success” and “happiness.” Re-examining your vocational pursuits and possibilities given the dynamism of the “future of work.”

### Coursepack

* Article: “How to Create a Personal Code of Ethics,” *Indeed* (August 31, 2020), <https://www.indeed.com/career-advice/career-development/create-code-of-ethics>
* Article: Donald N. Sull and Dominic Houlder, “Do Your Commitments Match Your Convictions?” *Harvard Business Review* (January 1, 2005)
* Article: Laura L. Nash and Howard H. Stevenson, “Success That Lasts,” *Harvard Business Review* (February 1, 2004)
* Book summary: Timothy Ferriss, *The 4-Hour Workweek* (2009), summarized by *WikiSummaries*, <http://www.wikisummaries.org/wiki/The_4-Hour_Workweek>

## Thursday, January 14, 2021

1. **Emotional Intelligence Self-Awareness: Empathy; Focus; Distress and Resilience; Self-Awareness; Facing Goals and Obstacles with Confidence; Quality Emotions; Mindfulness and Meditation**

Managing difficult emotional decisions and overcoming hurdles and adversity. Succeeding the right way, coping with problems and crises, and building resilience to work and personal setbacks. Managing your energy and emotional health and improving emotional intelligence. Building self-reliance and anti-fragility. Recognizing personal vulnerability and the risks of chronic stress, addiction, abuse, and depression due to the high-octane lifestyle of the legal profession. Appropriately expressing concern and addressing the issues and problems of others in your professional role. How to constructively experience, learn from, and appropriately share your views, feelings, and experiences.

### Coursepack

* Article: Sheryl K. Sandberg, Adam Grant and Adi Ignatius, “Above All, Acknowledge the Pain,” *Harvard Business Review* (May 1, 2017)
* Article: Eric Sigurdson, “The Legal Culture: Chronic Stress, Mental Illness and Addiction – Law Firms, Legal Departments, and Eight Organizational Strategies to reduce Burnout and Promote Engagement,” *Sigurdson Post* (November 19, 2017), <http://www.sigurdsonpost.com/2017/11/19/the-legal-culture-chronic-stress-mental-illness-and-addiction-law-firms-legal-departments-and-eight-organizational-strategies-to-reduce-burnout-and-promote-engagement/>
* Article: Leslie A. Gordon, “How Lawyers Can Avoid Burnout and Debilitating Anxiety,” *ABA Journal* (July 1, 2015), <https://www.abajournal.com/magazine/article/how_lawyers_can_avoid_burnout_and_debilitating_anxiety>
* Video: Brené Brown, “The Power of Vulnerability,” *TEDxHouston* (June 2010), <https://www.ted.com/talks/brene_brown_on_vulnerability?utm_campaign=tedspread&utm_medium=referral&utm_source=tedcomshare>
* Book summary: Dalai Lama and Howard C. Cutler, *The Art of Happiness* (2009), summarized by *Wikipedia*, <https://en.wikipedia.org/wiki/The_Art_of_Happiness>
* Article: Gretchen Gavett, “When Anxiety Becomes Unbearable,” *Harvard Business Review* (May 11, 2020)
* Vanessa Caceres, “Scientists think about 40% of happiness is genetic while the rest comes down to 3 main components,” *Insider.com* (November 6, 2020), <https://www.insider.com/is-happiness-genetic>
* Self-assessment: Good Therapy® Emotional Intelligence (EQ) Test, <https://www.goodtherapy.org/tests/emotional-intelligence.html>

Note: The snapshot report is free. A full report costs $9.95. There is no benefit for our course to purchase the full report.

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1. **Self-care and Physical Health and Fitness: Experiencing the World with Strength, Endurance, Balance, Pliability, and Vitality; Aging and Longevity**

Understanding the role that physical health and fitness play across your holistic well-being. Implementing realistic short and long-term physical health and fitness goals in personal, practical terms. Building an active lifestyle routine. Using hacks such as calibration, toll gates, and treat/cheat markers. How to forge and develop a dynamic aging plan and full life rhythm while still preparing for negative health events and chronic issues. The consequences of longevity. Having an aging plan.

### Coursepack

* Video: Dan Buettner, “How to Live to Be 100+,” *TEDxTC* (September 2009), <https://www.ted.com/talks/dan_buettner_how_to_live_to_be_100>
* Article: Dan Buettner, “The 9 Factors,” based on *The Blue Zones: Lessons for Living Longer From the People Who've Lived the Longest* (2010), *Bluezones.com*, <https://www.bluezones.com/2016/11/power-9/>
* Article: Dan Buettner, “20 Habits for a Healthier Happier Life,” *Bluezones.com*, <https://www.bluezones.com/2018/01/20-habits-healthier-happier-life/>
* Book excerpts: Chris Crowley and Henry S. Lodge, *Younger Next Year: Live Strong, Fit, and Sexy - Until You're 80 and Beyond* (2007)
* Article: Molly Triffin, “How Bad Is It Really to Sleep Fewer Than 7 Hours a Night?” *Livestrong.com* (October 19, 2020), <https://www.livestrong.com/article/13729341-how-many-hours-of-sleep-do-you-need/>
* Self-Assessment: Happiness Test: <https://apps.bluezones.com/en/happiness?_ga=2.215278679.1906527801.1603462973-2095620537.1603462973>
* Self-Assessment: Longevity Test: <https://apps.bluezones.com/en/vitality/background?_ga=2.45910500.1906527801.1603462973-2095620537.1603462973>

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1. **Social Interaction and Societal Impact: Relationship Management and Connections with People, Affiliations, and Activities; Love, Family, Parenting, and Partnering; Service and Causes**

Relationships, networking, and connections that matter. Building enduring, trusting partnerships and alliances. Introversion, extraversion, and energy. Sharing your intangible assets and resources with people, places, and things that promote the best of you, that matter to your life, that impact the community and public welfare, and that can transcend to your legacy.

### Coursepack

* Article: Farnam Street, “The Best Summary of Dale Carnegie’s How to Win Friends and Influence People,” *FS* blog, <https://fs.blog/2012/07/how-to-win-friends-and-influence-people/>
* Worksheet: Organizing, managing, and optimizing connections
* Article: Sherrie Campbell, “Eight Gifts of Giving Back,” *Entrepreneur* (October 12, 2017), <https://www.entrepreneur.com/article/302429>
* Book summary: Travis Bradberry and Jean Greaves, *Emotional Intelligence 2.0* (2009), summarized by *GetStoryShots.com*, <https://www.getstoryshots.com/books/emotional-intelligence-20-summary/#:~:text=According%20to%20the%20authors%2C%20%E2%80%9CEmotional,manage%20your%20behavior%20and%20relationships.%E2%80%9D>
* Mariana Vernieri, “Introverts, extroverts and energy,” *Medium* (September 25, 2018), <https://medium.com/@mariana.vernieri/introverts-extroverts-and-energy-6f93c91d97fa>
* Article: Gwen Moran, “5 Ways to Connect with People Almost Instantly, Even When You’re Remote,” *Fast Company* (September 24, 2020), <https://www.fastcompany.com/90553470/5-ways-to-connect-with-people-almost-instantly-even-when-youre-remote>

## Friday, January 15, 2021

1. **Strategic Living with Purpose and Meaning: Using Time, Talent, and Resources with Intention and Impact; Growth, Fulfillment, Joy, and Thriving Amid Change and Uncertainty**

Lifelong learning. Building time affluence: having control and feeling like you have enough time on an everyday basis. Revisiting values, passions, ambitions, and priorities. Examining your current and future self, legacy, and key takeaways. Articulating desired long-term commitments and outcomes.

### Coursepack

* Article: Nancy Rothbard, “Social Media Strategies for Better Work-Life Engagement: Boundary Management in Cyberspace,” *Harvard Business Review* (June 16, 2014)
* Article: Lizz Schumer, “Why Following Your Passion is Good For You (and How to Get Started),” *The New York Times* (Oct. 10, 2018), <https://www.nytimes.com/2018/10/10/smarter-living/follow-your-passion-hobbies-jobs-self-care.html?auth=login-facebook&login=smartlock&auth=login-smartlock>
* Article: Marcel Schwantes, “Warren Buffett Says Choosing to Live Your Life This Way Is What Separates Successful People From the Rest,” *Inc.* (March 17, 2020), <https://www.inc.com/marcel-schwantes/warren-buffett-success-formula-self-improvement.html>
* Template: Life Plan for Final Paper

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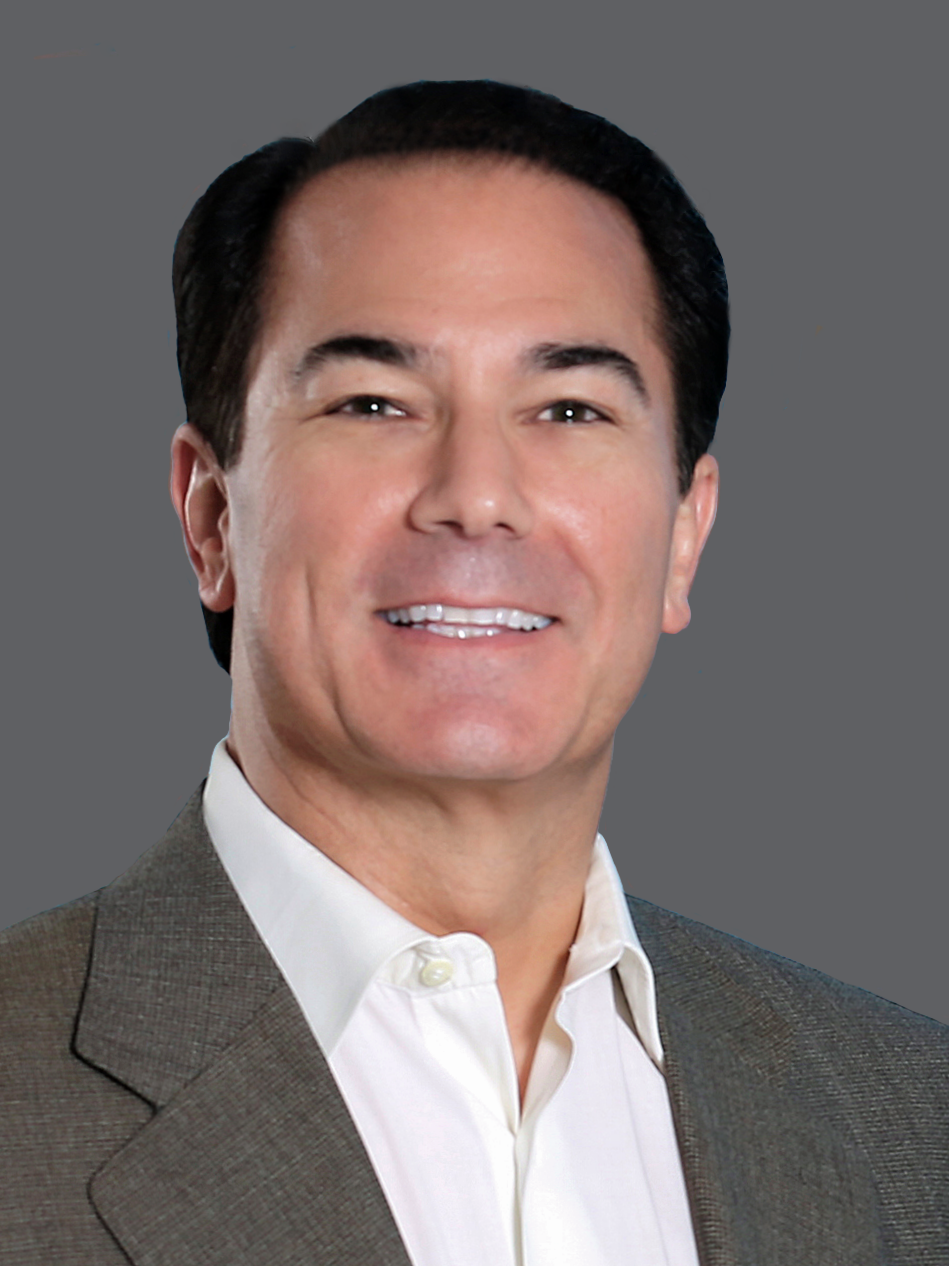
1. **Wrap-Up: Awakening Your Best Authentic Self; Preparing Your Final Paper; Other Resources and Future Opportunities; “Parking Lot” Items; Course Evaluation**

Lifelong learning, growth, and joy at work, home, and play. How and where to find deep meaning and happiness in your daily life, and how to contribute to the well-being of yourself and others as you wish that to be. Strategies and tactics for building introspection and reflecting, pliability, growth and exploration, and learning, and long-term exploration and discovery into your master plans for your work and personal life. Striving for your intended legacy.

### Coursepack

* Marcel Schwantes, “Warren Buffett: This is your 1 greatest measure of success in life,” *CNBC.com* (February 13, 2019), <https://www.cnbc.com/2019/02/13/billionaire-warren-buffett-says-this-is-the-only-measure-of-success-that-matters.html>
* Poem: Linda Ellis, *The Dash* (1996), <https://mcusercontent.com/d0b6f3a4ab06646cee053d754/files/bba90eab-1c1e-4ff3-9121-e62f24728308/Dash_Poem_Printable.pdf>

# INSTRUCTOR BIOGRAPHY



**Jeffrey Scott Bartel**

[LinkedIn profile](https://www.linkedin.com/in/jeffreyscottbartel/)

Jeff Bartel is chairman and managing director of Hamptons Group, LLC, a premier alternative investment and strategic advisory firm headquartered in Coral Gables, Florida—with assets, ventures, projects, and clients across the United States and worldwide. Hamptons Group’s business segments focus on venture and growth capital, private equity, and private debt in various sectors for small and lower middle-market companies; real estate investment, finance, asset management, and ancillary brokerage; and advisory services in corporate strategy and growth, leadership and management performance, business development and market strategy, public affairs and issue management, government and regulatory strategy, land use and real estate development consultancy, and energy, utility and infrastructure policy and initiatives. Hamptons Group invests in people, places, projects, and positions that are consistent with social responsibility, sustainability and environmental stewardship, corporate best practices, good government and public integrity, and ethical investment principles. The Hamptons Group team has worked globally with over 500 corporate, government, and institutional entities, managed over 250 investments, transactions, and projects across multiple sectors and industries, and created more than $6 billion in value for partners, investors, and clients.

Over four decades, Mr. Bartel has led, managed, and acquired numerous privately held corporations in various industries, founded and directed nonprofits. Earlier in his career, he served as a senior executive and corporate officer at Fortune 200® public companies in the energy and utility sectors overseeing external and regulatory affairs and corporate responsibility and compliance and, prior, was a partner at two of Florida’s oldest and largest law firms—heading firm land use, zoning and public law practices, managing a team of attorneys, and representing international, national, and regional developers, financiers, and publicly and privately traded companies. He began his career in appointive government service as the top aide to the mayor of Miami and then in the U.S. House of Representatives in Washington, D.C., where he was the youngest chief of staff in the history of the United States Congress at the time. Mr. Bartel continues to serve as an informal adviser and trusted counselor to numerous federal, state, and local public officials and NGOs. He is on the adjunct faculty at the University of Miami Business School and the University of Florida College of Law, where he teaches courses on career and life strategy to MBA candidates and law students respectively, and he is a visiting lecturer at Harvard University and chairs the advisory board of the Harvard Lemann Program on Creativity and Entrepreneurship.

A devoted philanthropist and active supporter of the arts, education, and children’s health causes at the local, state, and national levels, Mr. Bartel has chaired and served on the boards of some of Florida’s most impactful business, social service, educational, and cultural organizations and institutions. These include the Strategic Forum of New York and South Florida, United Way, the Florida Chamber of Commerce, the Greater Miami Chamber of Commerce, Miami-Dade Beacon Council, the Orange Bowl Committee, the Super Bowl Host Committee, and Leadership Florida—where he brought U.S. presidential debates to Florida for the first time. He also serves as a member of the *Forbes* Finance Council and the *South Florida Business Journal* Leadership Trust. Across industry, academia, law, government, and philanthropy, he has been honored by dozens of business alliances, community organizations, universities, and governmental bodies for his impactful leadership, charity, service, social responsibility, and ethics, including the Harvard University Outstanding Alumni Contribution Award, the University of Florida Law School Outstanding Alumnus Award, Miami-Dade Beacon Council Financial Services Company of the Year, Twelve Good Men in South Florida, Thurgood Marshall College Fund Distinguished Leader Award, March of Dimes Humanitarian of the Year, and the first-ever recipient of the Florida Ethics in Leadership Award. Mr. Bartel has also been recognized as one of South Florida’s Power Players by *South Florida CEO* and *Business Leader* magazines. While a practicing attorney, he was consistently named by peers, clients, and organizations as one of the nation's best attorneys who exemplify the highest standard of excellence in their profession and practice, including listings for *The Best Lawyers in America*, Top Lawyers by the *South Florida Legal Guide*, and Florida’s Legal Elite by *Florida Trend* magazine. While in government service, Mr. Bartel was awarded the Keys to the City of Miami for his inspiring efforts and notable contributions to the community, and he was given special recognition by the United States Congress for his public service and, separately, by the Florida House of Representatives, for his volunteerism after Hurricane Andrew. Early in his professional career, he was the recipient of the Up & Comer award presented by the *South Florida Business Journal*. He is a highly sought-after thought leader and a frequent speaker and panelist before corporate, chamber, business trade, and university audiences and forums. Mr. Bartel has been profiled and featured as a subject expert, contributor, and opinion writer in dozens of media publications and articles, including *The New York Times*, *Forbes*, *Miami Herald*, *The Business Journals*, *NASDAQ News*, *Daily Business Review*, *South Florida Business Journal*, and *Miami Today*. His business and life strategy book *The Business of Life* is expecting publication in 2021.

Mr. Bartel is recognized as an inspiring, dynamic, and results-proven venture capitalist, trusted adviser, thought leader, and humanitarian, with documented success in building strong financial, human, and social capital value, transforming companies, organizations, and teams, and driving policy and execution to achieve exceptional returns and results, exceed stakeholder expectations, and build positive community outcomes. He holds a bachelor’s degree *cum laude* in government with a secondary field in music from Harvard University, where he was named a Harvard College Scholar for outstanding academic achievement, played football, and was a leader in numerous service, music, and political student organizations. Mr. Bartel holds a law degree *magna cum laude* from the University of Florida Levin College of Law, where he won numerous book awards, was the recipient of the Darrey A. Davis Scholarship for academic excellence, public service, and commitment to ethics, and was inducted into the University of Florida Hall of Fame as well as the Florida Blue Key honor society. He also is a graduate of the Harvard Business School’s program for senior executives and the Harvard Law School’s Program on Negotiation. A South Florida native, fluent in Spanish, and conversational in Italian, Mr. Bartel and his family reside in Coral Gables.

*(TBOL rev. 11/30/2020)*

1. Subject to revision, update, and adaptation based on new or superseding materials, course dynamics, and class pacing. [↑](#footnote-ref-0)