**HWP LESSON PLAN – UF LAW FIRM ECONOMICS CLASS**

**Monday (1/6) READING MATERIALS**

* Morning Remaking - Forward, Ch.1-2

Henry VI, Part II

* + Why did I want to become a lawyer anyway? Cravath.com
  + A noble profession (i.e., short history of law firms)
* Afternoon
  + Law Firm Economics 101 (power-point) Remaking - Ch. 9
  + Timekeeping Basics (video)

**Tuesday (1/7)**

* Morning Remaking - Ch.8

Competition (Depaul Law Review)

* + What is Big Law? (AmLaw 50, 100 and 200) Am Law Rankings, NLJ 250
  + Law Firm Strategy and why it matters Powerpoint w/ Handouts
* Afternoon
  + Law Firm Culture and why it matters Powerpoints
  + Greenberg vs. Dentons (i.e., What is a national law firm)? GT vs. Dentons articles, Art of the

Law Firm Merger

**Wednesday (1/8)**

* Morning
  + Rainmaking and Compensation (powerpoint) Am Law “Model Behavior”
  + Why Ethical Conduct is good for the bottom line FRPC 4-1.7, 4-1.9 & 4-1.10

(w/ David Atkinson – Gunster GC)

* Afternoon
  + Life of an Associate in Big Law (panel discussion) Panel Discussion
  + Challenges for Large Law Firms Collaborating for Growth,

Remaking, Chs 11-12.

**Thursday (1/9)**

* Morning only Remaking – Ch. 13
  + Planning for the Future (Optional: Cesar Alvarez talk) Gunster Strategic Plan
  + Strategic Planning Exercise