**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