

# Balanced Scorecards for Law Firms

By John Sterling

In an era in which law firm performance is increasingly public - and a determining factor for where the best lawyers decide to practise - it seems clear that firm management would want to adopt tools that are proven to improve performance.

*Managing Partner's* new Balanced Scorecards for Law Firms report provides a vital introduction for firms wanting to know more about how the balanced scorecard can improve their own firm's performance.

The report and the tools explained within it reach well beyond revenue per lawyer and profit per equity partner to identify meaningful measures and actions related to the development of quality people, highly satisfied clientele, and superior business practices and processes.

## Specifically, the report will give you a clear understanding of:

- The balanced scorecard concept and tool, its practical application and the results you can achieve from its adoption;
- How to apply the concept in a law firm environment - the central opportunities and challenges the tool presents for law firm management; and
- Each of the major elements of a balanced scorecard (financial measures, client measures, learning and growth, and business processes) - with an emphasis on their meaning in a law firm environment.

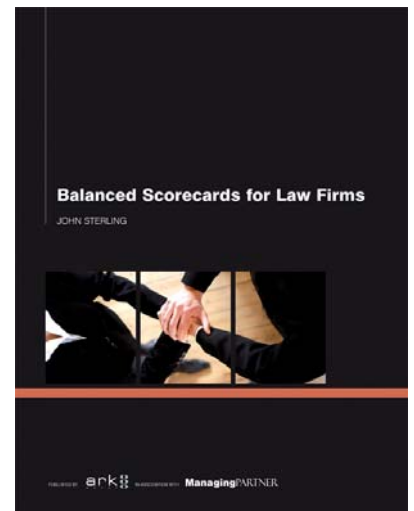
Balanced Scorecards for Law Firms provides you with pragmatic advice, real world case studies and invaluable expertise to help you begin utilising a tool that can dramatically improve focus, accountability and execution of strategy.

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