



Professional Development Doesn't Start at the Office: PD Curricula in Law Schools

Jeffrey Becherer, Assistant Dean for Career Planning, New York Law School

Bruce Elvin, Associate Dean & Director,
Career & Professional Development Center, Duke Law School

Susan Fine, Director of Professional Development,
The George Washington University Law School

Gerald M. Slater, Assistant Dean for Professional & Career Development,
Suffolk University Law School

Why create a PD Curriculum?

- Modern practice requires students to acquire competencies that have not been included in the traditional law school curriculum, e.g. technology, project management, etc.
- The adoption of a professional identity, development of professional communication skills, and professional networks is a prerequisite for success.
- Identified prerequisites for career success should be incorporated into a professional school's curriculum.

4 Approaches

NEW YORK
LAW SCHOOL

DUKE LAW



2014 NALP Annual Education Conference and Resource Center Exhibition • April 9 – 12, 2014 • Seattle, WA



WE ARE NEW YORK'S LAW SCHOOL

NEW YORK
LAW SCHOOL

**Office of Career Planning:
Professional Development at
New York Law School**

**Jeff Becherer
Assistant Dean for Career Planning**

2014 NALP Annual Education Conference and Resource Center Exhibition • April 9 – 12, 2014 • Seattle, WA



WE ARE NEW YORK'S LAW SCHOOL

**NEW YORK
LAW SCHOOL**

PD101: Legal Practice I & II

Logistics

- Small sections (20 students)
- 8 credits (4 each semester)

Substance

- Research, analytical reasoning, & writing
- Interviewing, counseling & negotiating
- "Standardized Client" recorded simulations
- Self-assessment & small group critiques

2014 NALP Annual Education Conference and Resource Center Exhibition • April 9 – 12, 2014 • Seattle, WA



WE ARE NEW YORK'S LAW SCHOOL

**NEW YORK
LAW SCHOOL**

PD101: Curriculum

Fall Semester

- Introduction to the Practice of Law
- Resumes: Hiring Committee
- Cover Letter Workshop
- It's Who You Know: Networking

Spring Semester

- Persuasive Advocacy: Job Interviews
- Writing Sample Preparation
- Self-Assessment & Leadership
- Putting PD Into Summer Practice

2014 NALP Annual Education Conference and Resource Center Exhibition • April 9 – 12, 2014 • Seattle, WA



WE ARE NEW YORK'S LAW SCHOOL

NEW YORK
LAW SCHOOL

Advanced PD Workshops: Fall Semester Curriculum

NEW YORK LAW SCHOOL WE ARE NEW YORK'S LAW SCHOOL Office of Career Planning Presents  Business Basics for Lawyers with Howard Meyers Wednesday, October 30 12:50 p.m.-1:50 p.m. Room W420 RSVP via Symplicity Pizza Will Be Served! Financial literacy is important for all law students—no matter what practice area interests you. Learn business terminology relating to accounting, financial reporting, and the financial markets, as well as macro-economic principles like supply and demand and yield curve. Impress future employers with your understanding of basic business terms.	NEW YORK LAW SCHOOL WE ARE NEW YORK'S LAW SCHOOL Office of Career Planning Presents  Professional Speaking Techniques: Becoming Confident and Fluent Every Time You Speak with Marsha Hunter September 30, 2013 12:50 p.m. – 1:50 p.m. Room W520 Get your nose out of your notes and be what you've always wanted to be: a confident, articulate attorney. Join legal communication consultant Marsha Hunter to help polish your speaking style. Strategies will include: - Communicating with senior partners, judges, juries—any group you find yourself addressing. - Exploiting discoveries from sports psychology and neuroscience to gain a competitive edge every time you speak. RSVP via Symplicity. Lunch will be provided.	NEW YORK LAW SCHOOL WE ARE NEW YORK'S LAW SCHOOL Office of Career Planning Presents  Enhancing Your Employment Marketability - Writing for Publication Wednesday, October 23 12:50 p.m.-1:50 p.m. Room W520 RSVP via Symplicity Pizza Provided! If you are ... - Intimidated by the process of getting published - Looking for a terrific way to have your résumé stand out - Seeking a creative way to approach an employer ... then come to this program. The event will challenge the mindset that getting published is intimidating. Speakers will address opportunities available for publication and the mechanics of publishable writing. All 2Ls, 3Ls, and evening students welcome.
---	---	---

2014 NALP Annual Education Conference and Resource Center Exhibition • April 9 – 12, 2014 • Seattle, WA



WE ARE NEW YORK'S LAW SCHOOL

NEW YORK
LAW SCHOOL

Advanced PD Workshops: Spring Semester Curriculum

NEW YORK LAW SCHOOL WE ARE NEW YORK'S LAW SCHOOL Office of Career Planning Presents ECONOMICS OF THE LEGAL PROFESSION THURSDAY, FEBRUARY 6 12:50 PM - 1:50 PM ROOM W420 RSVP VIA SYMPPLICITY Panelists will include: Debbie Shavel, Managing Partner (New York office), Dukovien Shapiro Blanche Lask Christensen '86, Managing Director, Deutsche Bank AG Alia Royberg, Solo Practitioner and Director of the Small Law Firm Center at the New York City Bar Association Learning the business of law will help you interview more effectively, negotiate your salary more skillfully, and advance more quickly. Understand how you can add value to a legal employer in this market—learn the economics of the legal profession!	NEW YORK LAW SCHOOL WE ARE NEW YORK'S LAW SCHOOL Office of Career Planning Presents THE FUTURE OF PRACTICE: LEGAL CAREERS IN THE DIGITAL AGE FEBRUARY 12, 2014 12:50 PM - 1:50 PM ROOM W320 RSVP ON SYMPPLICITY PIZZA WILL BE SERVED. Presented by Allison Haynes Stuart With today's rapid advances in technology, attorneys must keep pace with new trends to remain competitive in the legal profession and to competently represent clients. During this seminar, we will discuss: - What technologies every practitioner must know - How law students can gain practical experience with these technologies - What benefits, risks, and ethical concerns are linked with legal tech. Sponsored by the Offices of Academic Affairs and Career Planning, and the Center for Professional Values and Practice.	NEW YORK LAW SCHOOL WE ARE NEW YORK'S LAW SCHOOL Office of Career Planning Presents BUSINESS AND CLIENT DEVELOPMENT SKILLS: HOW TO GET AND KEEP CLIENTS Ever wonder how lawyers develop business for themselves and their employees? What will be your strategy when you graduate? Panelists will discuss business development plans that can be utilized in any practice area and in any size law practice. MONDAY, FEBRUARY 24 • 12:50 PM - 1:50 PM • ROOM W420 Moderator: Daniel Gershtberg Gershtberg, Alpern & Law Panelists: John R. Siler Pinner, Bourde, Starynski, Walsh & Black, LLC Wendy L. Berner Chief of Strategic Initiatives, Proskauer Rose LLP Brian T. Pallett Law Office of Brian T. Pallett PIZZA SERVED!
---	--	--

2014 NALP Annual Education Conference and Resource Center Exhibition • April 9 – 12, 2014 • Seattle, WA



Advanced PD: Curriculum Committee Proposal

- | | |
|---|---|
| <ul style="list-style-type: none">• <u>Option 1</u>: Required<ul style="list-style-type: none">➤ 2/3 years to complete➤ Intercession "Plus"➤ Seminar & breakout sessions➤ Workshop choices | <ul style="list-style-type: none">• <u>Option 2</u>: Course for Credit<ul style="list-style-type: none">➤ Optional➤ Intercession➤ Seminar & breakout sessions➤ No workshop choices |
|---|---|



Advanced PD Workshops: CAUTION!

- Attendance
- Business Case
- Budget
- Competition
- Exceptions
- Evening Division



- Mission Creep
- Scheduling
- Why CSO?

DUKE LAW

The Four Milestones to Achieve over Three Years

Fall 2013



2014 NALP Annual Education Conference and Resource Center Exhibition • April 9 – 12, 2014 • Seattle, WA

Case Study:



The George Washington University Law School Inns of Court Program

2014 NALP Annual Education Conference and Resource Center Exhibition • April 9 – 12, 2014 • Seattle, WA

Inns of Court Program Overview



- *First-year sections now Inns of Court named after former Supreme Court justices*
- *Creating a supportive law school community with advisory teams for each Inn comprised of faculty, staff and upper-class students*
- *Weekly Inn meetings for educational, career-related and social programming that is built into the first-year schedule*
- *Proactive career planning (integrated with individual counseling) and professional skills development, with heightened focus on career satisfaction and well-being*

2014 NALP Annual Education Conference and Resource Center Exhibition • April 9 – 12, 2014 • Seattle, WA

Program Highlights: FALL 2013



- *Introduction to Law Practice*
- *Meet and Greet with 1L faculty/Q & A with upper-level students*
- *Professional Skills that Enhance Performance*
- *Achieving Balance in Law School*
- *Opportunities for Student Engagement: More Than Just the Books*
- *The Important Link between Wellness and Success*
- *Finding Your Path in the Law (self-assessment)*
- *Understanding Practice Areas*
- *Career Conversations (informational interviews)*
- *The Practicing Lawyer's Perspective (team-based exercise on the hiring process)*

2014 NALP Annual Education Conference and Resource Center Exhibition • April 9 – 12, 2014 • Seattle, WA

Program Highlights: SPRING 2014



- *Career Opportunities in the Public Sector*
- *Resilience for Lawyers*
- *Work/Life Balance Issues Facing Successful Attorneys*
- *Inter-Class Socials & Networking Events*
- *Practice-In-Action (case studies with practitioners on managing matters and teams)*
- *The Negotiation Toolkit*
- *Perspectives on Course Selection/The Evening Student's Pathway*
- *Career Connections (networking with adjunct faculty and alumni)*
- *Preparing for a Successful Summer (supervisor panels on workplace expectations)*

2014 NALP Annual Education Conference and Resource Center Exhibition • April 9 – 12, 2014 • Seattle, WA

Professional Skills Programs For Upper-Class Students 2013-2014



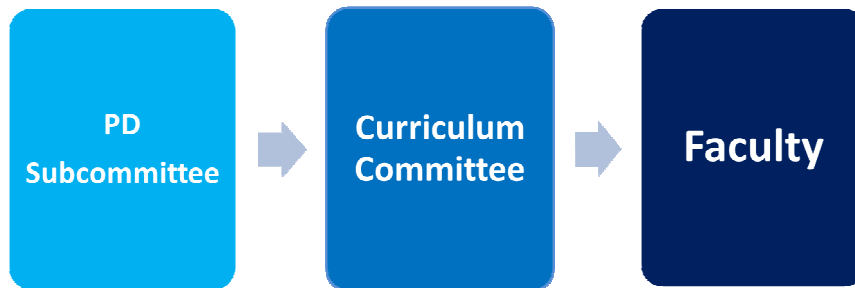
- *Law Firm Economics*
- *Building Strategic Relationships*
- *Leading Roles: A Public Speaking and Communication Course developed and facilitated by the Shakespeare Theatre Company*
- *Inter-Class Networking*
- *Communicating Effectively with Internal & External Clients*
- *Client Service: Becoming a Trusted Advisor*

2014 NALP Annual Education Conference and Resource Center Exhibition • April 9 – 12, 2014 • Seattle, WA

Mandatory PD Curriculum

- **Required Courses**
- **Expanded Graduation Requirements**

Process





PD Learning Objectives

First Year

Introduction to basic core competencies to provide students

- a client-centered context for learning
- the ability to apply and interview competently for internships and summer associate positions
- knowledge to make informed choices when selecting upper-level electives

Upper Level

Practical skills training

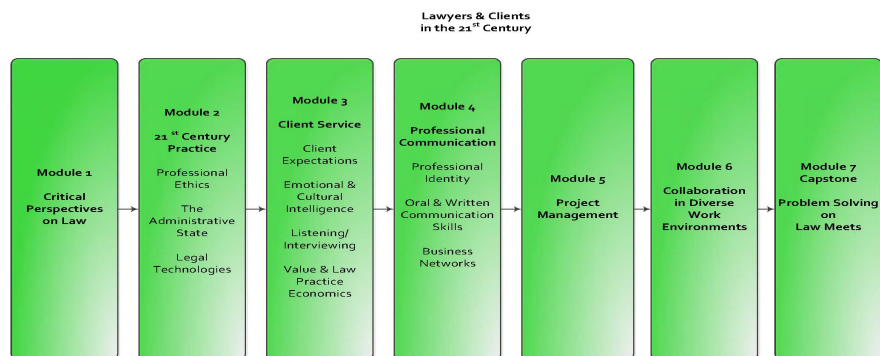
- in courses focused on 21st century core competencies
- with members of the bar to induce networking and appreciation of lifelong learning
- in practice to expand experiential learning



1L LEARNING GOALS

- **Students will know how to act as legal professionals.**
- **Students will understand basic elements of client service.**
- **Students will understand the effects of technology and globalization on the delivery of legal services.**
- **Students will know how to use project management tools to provide cost effective legal services.**
- **Students will know how to work collaboratively in diverse groups.**
- **Students will be able to use critical thinking and problem solving skills to provide optimal value to clients.**

1L PD Survey Course [in development]



UL PD Requirement [Approved by Faculty]

- ✓ 6 Credits of Upper-Level Skills Courses
- ✓ 2 Continuing Legal Education Seminars
- ✓ Practice-Based Learning Requirement

- Accounting for Lawyers
- Business of Practice: Hit the Ground Running
- Lawyering in an Age of Smart Machines
- Problem Solving
- Process Improvement and Legal Project Management
- Twenty-First Century Legal Profession

2014 NALP Annual Education Conference and Resource Center Exhibition • April 9 – 12, 2014 • Seattle, WA

SPRING 2014 CALENDAR



Fundamentals of Special Education Friday, January 10, 12:00pm to 1:00pm, 14.014
Understanding the Legal and Financial Issues in the Lifecycle of a Business Friday, January 10, 14.014
Handling High Profile Criminal Cases Tuesday, March 18, 14.014
Technology Startup: Balancing Legal and Business Issues Friday, March 14, 14.014
New Civil Rules on a Discovery Friday, March 14, 14.014
Elder Law Institute: KPC Accessing Services for Clients with Disabilities Friday, April 4, 14.014
Evolutionary Energy Landscape Tuesday, April 15, 14.014
New Developments in Search and Seizure Law Tuesday, April 15, 14.014
Litigating IP Disputes Before the U.S. International Trade Commission Friday, April 18, 14.014
The Ethical Duty of Competence in the 21st Century Tuesday, April 15, 14.014
Intellectual Property Law Survey Tuesday, April 15, 14.014
IP and Law, US, EU, and UK Wednesday, April 16, 14.014
Perspectives from Rhode Island Supreme Court Wednesday, April 16, 14.014
The Right Click, Providence, RI Thursday, April 17, 14.014
Super Marketing Conference IV Thursday, April 17, 14.014

suffolk.edu/law/als | 617.573.8627 | als@suffolk.edu | Suite 120



INTELLECTUAL PROPERTY LAW CERTIFICATE
Jointly sponsored with the Intellectual Property Law Concentration

CREATED FOR PROFESSIONALS, BY PROFESSIONALS
The Intellectual Property (IP) Law Certificate program is not just for attorneys. It is designed for non-attorneys who want a better understanding of IP law and may want to work with IP lawyers, venture capitalists and others in the intellectual property field, including:

- Corporate and IP attorneys
- New IP attorneys in small to medium size law firms
- Business executives
- Scientists, engineers, and other individuals who work with technology
- Paralegals

PROGRAM STRUCTURE
The Certificate Program consists of several distinct components. To earn an IP Certificate, candidates must attend a minimum of 15 hours of programming.

Once enrolled, candidates will have up to three (3) years to complete the required hours. A non-refundable \$100 fee is required for enrollment. After the initial enrollment fee, each program will have its own tuition fee. The program is not open to current law students or law school applicants.

The IP Certificate is issued by Advanced Legal Studies and the IP Law Concentration upon completion of 15 hours of course time. This is a non-degree program.

SPRING 2014 CALENDAR

BASIC MODULES

- Trademark, Thursday, January 23, 2014
- IP Survey, Thursday, February 27, 2014
- Trade Secrets, Thursday, March 6, 2014
- Patents, Thursday, April 10, 2014
- Copyright, Thursday, May 8, 2014

ADVANCED MODULES

- University, Wednesday, March 12, 2014
- IP Dispute Resolution, Thursday, March 27, 2014
- Accounting and Finance and IP Portfolio, Thursday, May 1, 2014

ADVANCED CONFERENCES

- Technology Startup
- Examining the Legal and Business Perspectives, Friday, March 21, 2014
- Litigating IP Disputes Before the U.S. International Trade Commission, Friday, April 25, 2014

For more information and to enroll please visit suffolk.edu/law/IPCertificate or call 617.365.1655.

2014 NALP Annual Education Conference and Resource Center Exhibition • April 9 – 12, 2014 • Seattle, WA



- **Clinics**
- **Externships**
- **First Year Summer Internships**
- **50 hours supervised legal work**

Contact Information

Jeffrey Becherer
Assistant Dean for Career Planning
New York Law School
(212) 431-2158
jeff.becherer@nyls.edu

Susan Fine
Director of Professional
Development
The George Washington University
Law School
(202) 994-4677
sfine@law.gwu.edu

Bruce Elvin
Associate Dean & Director
Career & Professional
Development Center
Duke Law School
(919) 603-7184
Elvin@law.duke.edu

Gerald M. Slater
Assistant Dean for Professional &
Career Development
Suffolk University Law School
(617) 573-8095
gslater@suffolk.edu