

“Developing Practice Group Chairs into Leaders Lawyers Actually Want to Follow,” NALP

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Practice Group Leaders (PGL) are a big part of determining whether or not a firm will ultimately find success. PGLs that have certain characteristics tend to be better and more focused leaders. In a recent article published in The National Association for Law Placement, Becker’s Managing Shareholder Gary Rosen shared his insight as to what makes an effective Practice Group

Leader:

“Especially when it comes to leading lawyers who inherently have distinct personality characteristics, it’s critical for PGLs to be self-aware. They must clearly understand their own strengths, weaknesses, and tendencies and when they need to enlist complementary skills from others. In order to have a PGL whom lawyers actually want to follow, the leader needs to be consistently seen as selflessly devoted to the team. This means making all decisions in the best interests of the team and not promoting the leader’s own agenda or needs,” according to Rosen. “And this applies to all decisions, big and small, from case assignments to who gets supporting roles to how credits are allocated to discounts and rate structures offered and who gets access to the client, among hundreds of other decisions made each year.”

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