

Testimonials on Managing External Legal Resources (ICSA Guides) posted on Amazon as at September 2011

4.0 out of 5 stars A book for in house and private practice lawyers, 26 Mar 2009 **By I. White (UK)**

At last here is a book that gives an insiders view of in house legal services.

Practical and informative for those who are running an in house legal function and in need of guidance and a chance to better understand your clients if you are in private practice. After all, if you don't understand those you wish to work with how can you hope to compete in today's fast moving marketplace?

Written by people who have walked the walk this really is an indispensable guide for both in house and private practice lawyers.

5 Stars Thoroughly Recommended., 19 July 2011 **By S Churcher "churchly75"**

This review is from: Managing External Legal Resources (ICSA Guides) (Paperback)

I go back to this book time and time again and have shared it with many colleagues along the way.

This book provides practical tools that can be used every day in an In-House legal department. It has helped us develop interesting and engaging ways of providing information to senior management.

A great addition to my desk!

5 Stars Highly recommended but not just for the in house lawyer, 15 Oct 2010 **By C, Gasparini**

What every manager needs is a quick reference bible to which they can refer when the need arises. On a day to day basis there is not enough time to research the theory. What is needed is straight forward, succinct, highly readable, user friendly advice and guidance based on sound academic theory and hands on experience. Managing External Legal Resources provides exactly that. What is more, although intended for the in house lawyer, the principles can equally be applied to private practice so if you are a partner or manager in private practice don't be put off by the title. This is for you too.

5 stars Essential reading, 28 Jun 2010 By [G Birch](#)

This book is an essential guide for any lawyer that instructs and manages external legal resources. It is packed full of useful and practical tools, it is very accessible and clearly presented with supporting case studies and exercises. By following the advice in this book you could save valuable time and money when dealing with external resources.

I would certainly recommend that every in-house lawyer has a copy of this book on their desk !

**4 out of 5 stars managing external legal resources, 10 Jan 2010
By [G. Goulbourne](#)**

The wide experience of both the authors within this specialist field is evident from their perceptive, practical and detailed analysis of the area.

The book is divided into an easy to read logical sequence that allows progression from the text to the useful precedent documents.

The well thought out precedents will enable all readers to benefit.

**5 stars An Excellent Buy, 29 Dec 2009 By [Jill Greenfield](#)
(Manchester)**

This is an excellent book that I would highly recommend to anyone involved in managing external resources. The guide is hugely practical I especially liked working through the recommended exercises which helped to bring relevance to my own business methods.

The advice is sound and easy to apply and the content succinct and informative. Reading this book gave me the incentive to review my current providers and a new found confidence to seek alternative ones.

This book made me feel empowered to manage.

**5 stars Really useful, practical book, 12 Aug 2009 By
[Mrs. V. J. Robertson](#) (Yorkshire, UK)**

This is a well-written guide. It has given me lots of ideas about the important issues for in-house solicitors and also how to practically manage both internal teams and external resources. It also gives good tips about how to 'manage' internal clients. The exercises are good to work through too.

Lots of information and good tips - fully recommended.

5 Stars A goldmine of useful information, 28 July 2009

By [P. Rainford-Miller](#) (Cheshire, UK)

This is an excellent guide for anyone involved in setting up agreements with and managing external resources.

Although aimed at the legal profession, it contains some excellent practical guidance for small or large companies working with any external consultants who provide specialist services - the 'legal' context could easily be substituted for 'design' and the guidance would still be wholly applicable. The authors, each demonstrably expert in their own fields, focus their advice on forming good working relationships from start to finish.

This excellent value for money book is packed with concise, no-nonsense advice based on sound business principles and good practice - buy it!

5 stars Vital reading, 23 July 2009 By

[P. Miles](#) (Manchester, England)

This is one of those books where you think 'how did we manage without it'? For those involved in managing external legal resources, it is clearly a must-read. It is full of practical advice and materials, including questionnaires and evaluation forms.

5.0 out of 5 stars Very Useful Book, 8 Jun 2009 By

[J. O'connell](#) (England)

Knowing which lawyers to hire and then how best to control them can save you thousands of pounds and a lot of stress.

Knowing how best to use external lawyers when you already have an internal team is also an art form.

This book offers useful advice from someone who's been there, done that. A really useful book.

I must own up to knowing and occasionally working with one of the authors, but my rating of the book wouldn't differ anyway. It's an excellent book on a difficult subject whether one knows one of the authors or not!