

LAWS70350 Management for Professionals

Credit Points:	12.5
Level:	7 (Graduate/Postgraduate)
Dates & Locations:	2016, Parkville This subject commences in the following study period/s: October, Parkville - Taught on campus. This subject has a quota of 30 students. Please refer to the Melbourne Law Masters website for further information about the management of subject quotas and waitlists.
Time Commitment:	Contact Hours: 24-26 hours Total Time Commitment: 136-150 hours The pre-teaching period commences four weeks before the subject commencement date. From this time, students are expected to access and review the Reading Guide that will be available from the LMS subject page and the subject materials provided by the subject coordinator, which will be available from Melbourne Law School. Refer to the Reading Guide for confirmation of which resources need to be read and what other preparation is required before the teaching period commences.
Prerequisites:	None
Corequisites:	None
Recommended Background Knowledge:	Applicants without legal qualifications should note that subjects are offered in the discipline of law at an advanced graduate level. While every effort will be made to meet the needs of students trained in other fields, concessions will not be made in the general level of instruction or assessment. Most subjects assume the knowledge usually acquired in a degree in law (LLB, JD or equivalent). Applicants should note that admission to some subjects in the Melbourne Law Masters will be dependent upon the individual applicant's educational background and professional experience.
Non Allowed Subjects:	None
Core Participation Requirements:	The Melbourne Law Masters welcomes applications from students with disabilities. The inherent academic requirements for study in the Melbourne Law Masters are: The ability to attend a minimum of 75% of classes and actively engage in the analysis and critique of complex materials and debate; The ability to read, analyse and comprehend complex written legal materials and complex interdisciplinary materials; The ability to clearly and independently communicate in writing a knowledge and application of legal principles and interdisciplinary materials and to critically evaluate these; The ability to clearly and independently communicate orally a knowledge and application of legal principles and interdisciplinary materials and critically evaluate these; The ability to work independently and as a part of a group; The ability to present orally and in writing legal analysis to a professional standard. Students who feel their disability will inhibit them from meeting these inherent academic requirements are encouraged to contact Student Equity and Disability Support.
Coordinator:	Mr Joel Barolsky
Contact:	Lecturers Mr Joel Barolsky (http://www.law.unimelb.edu.au/staff/Joel%20Barolsky) (Coordinator) Email: law-masters@unimelb.edu.au (mailto:law-masters@unimelb.edu.au) Phone: +61 3 8344 6190 Website: www.law.unimelb.edu.au/masters (http://www.law.unimelb.edu.au/masters)
Subject Overview:	This subject will provide students with an understanding of key concepts in the fields of strategy, leadership, marketing, human resources and IT management. It will provide students with the ability to contribute more effectively to management decision-making. The subject aims to give students a greater appreciation of the keys to business success. The mode of instruction will include case study analysis, guest speaker presentations and interactive lectures. This subject is ideal for those working in any professional services context including law and accounting firms, in-house legal teams or any other type of business advisory practice. Principal topics include:

	<ul style="list-style-type: none"> # Practice economics # Strategy formulation and implementation # Managing people # Marketing, brand and reputation-building # Business development and client relationship management # Improving operational efficiency and effectiveness # Business planning and measurement # Why some firms fly.
Learning Outcomes:	<p>A student who has successfully completed this subject will:</p> <ul style="list-style-type: none"> # Understand the economics of running a legal practice, be it a sole practice, part of a large or medium-sized firm or even an in-house team # Be able to formulate a successful competitive business strategy # Understand how to recruit, retain, engage and lead staff within a legal environment # Understand how to establish key business processes and operate them efficiently # Understand the fundamentals of marketing, brand and reputation building # Understand how to win clients and build enduring client relationships # Understand how to capture, store and leverage commercially valuable knowledge and intellectual property # Understand the keys to successful leadership and management of a legal practice - why some firms fly.
Assessment:	10,000 word research paper (100%) (18 January 2017) on a topic approved by the subject coordinator. A minimum of 75% attendance is a hurdle requirement.
Prescribed Texts:	Specialist printed materials will be made available free of charge from the Melbourne Law School prior to the pre-teaching period.
Breadth Options:	This subject is not available as a breadth subject.
Fees Information:	Subject EFTSL, Level, Discipline & Census Date, http://enrolment.unimelb.edu.au/fees
Links to further information:	www.law.unimelb.edu.au/subject/LAWS70350/2016
Related Course(s):	<p>Graduate Diploma in Legal Studies</p> <p>Master of Commercial Law</p> <p>Master of Laws</p>