



Law Firm Mergers: Taking a Strategic Approach

Giles Rubens

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This book provides the reader with an explanation of the market forces driving increased competition in the legal profession that has raised the overall interest in mergers and often precipitated law firm mergers. At the same time caution is given against merger being seen as a strategy, instead of a means by which a strategy can be implemented. A review of the development of a strategy and the reasons to merge and not to merge are also discussed in this context.

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