In today’s legal marketplace, clients are demanding services that require a new skill set and a new mindset from lawyers. In *Legal Upheaval*, Professor Michele DeStefano lays out the trifecta for success in a changed legal landscape: creativity, collaboration, and innovation.

DeStefano, a former marketing executive, now a professor at the University of Miami and guest faculty at Harvard Law School’s Executive Education program, has spent over a decade researching the evolving legal marketplace. In *Legal Upheaval*, DeStefano provides powerful evidence that collaboration towards innovation is the new value equation in law, creating stickier and more profitable client relationships.

In a conversational fashion, DeStefano takes us on a journey from why lawyers need to innovate to how they can do so. She unveils the Lawyer Skills Delta and maps out a methodology for filling the gaps in current legal skill sets: The 3 Rules of Engagement and The 3-4-5 Method of Innovation for Lawyers. Full of points of reflection, as well as concrete directions, *Legal Upheaval* makes innovation accessible.

Borne of DeStefano’s own work leading hundreds of multidisciplinary teams on innovation cycles, as well as conducting over 100 interviews of general counsels and law firm partners, *Legal Upheaval* provides new understanding of the expectations of clients. It is the playbook for lawyers looking to transform client relationships and create a client-leadership edge.

**Michele DeStefano** is a Professor of Law at the University of Miami and Guest Faculty at Harvard Law School’s Executive Education Program and at IE School of Law. She is the founder of LawWithoutWalls and MOVELAW. DeStefano is a former Climenko Fellow and Lecturer at Harvard Law School. Before attending law school at Harvard, she was an advertising executive at Leo Burnett and a marketing manager at Levi Strauss & Company. DeStefano frequently speaks and runs workshops on creative problem solving, collaboration, culture change, communication, and innovation for lawyers.

**Endorsed by**

Daniel Pink, NYT/WSJ Best Selling Author

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The book presents the trifecta for success in a changed legal landscape: creativity, collaboration, and innovation. It offers a methodology for filling gaps in current legal skills and provides concrete directions for innovation in law firms. The endorsements highlight the book's relevance and contributions to the field of legal service delivery.