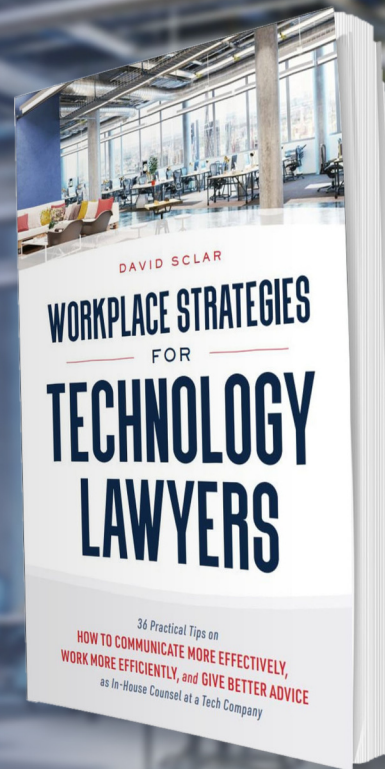


ARE YOU THE LAWYER THEY HAVE TO CONSULT — OR THE ONE THEY'RE RELIEVED TO RELY ON?

#1 AMAZON BESTSELLER

AVAILABLE ON AMAZON



NOBODY TAUGHT YOU THIS.

Workplace Strategies for Technology Lawyers is your guide to becoming the lawyer the business relies on — not just the lawyer it consults.

Every interaction is an audition. A new client brings you a problem. A colleague pings you for a quick answer. An interviewer asks you how you work with other teams. Within minutes, each of them is quietly deciding the same thing: *Is this someone I have to consult... or someone I'm relieved I can rely on?*

Legal knowledge gets you into the room. It doesn't settle that question. What does is your acumen as a problem solver: arriving with solutions instead of issue spotting, answering the question behind the question, backing your judgment with data, communicating clearly, following up until there's closure, and solving the root cause instead of the symptom. No one teaches these skills in law school or at law firms.

Do them well and every interaction builds a stronger relationship than the last. The reward is uniquely valuable praise: when the business colleagues you partner with — **not just other lawyers** — celebrate working with you.

David Sclar wrote the book he wished he'd had: 36 hands-on tips across eight foundational sections, drawn from a career spanning BigLaw, startups, and public companies.

WHO SHOULD READ *WORKPLACE STRATEGIES*?

In-House Lawyers

Landed a legal job at a tech company? Learn how to succeed in your first 90 days — and your first few years.

Veteran Counsel & Legal Leaders

Sharpen the craft of great advice, and give your team a shared playbook for partnering with the business.

Outside Counsel

Give better advice by seeing the world through your in-house client's eyes.

Job Applicants & Law Students

Planning a move in-house? Learn the skills employers look for — and whether you'll thrive in the role.

WHAT'S INSIDE WORKPLACE STRATEGIES

36

PRACTICAL TIPS

8FOUNDATIONAL
SECTIONS**#1**AMAZON
BESTSELLER

01 Solutions, Not Issue Spotting

The business doesn't need a list of risks — it needs a path forward. Bring recommendations so everyone can act with confidence.

03 Solve for the Underlying Question

Identify the question behind the question. Know the company, the industry, the competition, and how the products are built, and you'll be ahead of most lawyers — and many colleagues.

05 Communicate Fast, Follow Through

In-house, advice is quick, concise, and actionable — you're not shooting for an A-plus on everything. Master the judgment calls, the follow-up, and the habits that keep your head above water.

02 Guidance, Closure & Wiggle Room

Great advice gives a clear direction, a decision the business can act on, and the assumptions behind it — so everyone knows how changing facts change the answer.

04 Use Data

Move from opinion to evidence. Data makes your advice credible, your priorities defensible, and your recommendations easier to act on.

06 Avoid Big Mistakes

Learn the missteps that cost lawyers credibility with the business — and the habits that keep small errors from turning into big ones.

"This is exactly what law school doesn't teach you and is not intuitive."

— NATASHA KOHNE, PARTNER, AKIN GUMP

"...a must-read for any attorney seeking to move in-house with a technology company."

— DARIN MORGAN, MANAGING PARTNER,
PHILADELPHIA, MAJOR, LINDSEY & AFRICA

"A great resource for in-house and firm lawyers alike."

— SHANNON YAVORSKY, PARTNER, ORRICK

"Really loved this book, and would want any attorney that worked with me to read it."

— ROBERT LORD, PARTNER, LIONBIRD & CO-FOUNDER, PROTENUS

"Should be required reading for law students."

— CARL GRANT, FORMER EVP, GLOBAL BUSINESS DEVELOPMENT, COOLEY

FOUNDATIONAL SKILLS. EVERY SITUATION.

IN-HOUSE LAWYER

OUTSIDE COUNSEL

JOB APPLICANT

LAW STUDENT

No matter where you sit at the table, the skills in this book are essential to success — because the person across from you is always asking the same question: **can I rely on you?**

ABOUT THE AUTHOR

DAVID SCLAR is a technology lawyer, career coach, and author of the Amazon #1 bestseller *Workplace Strategies for Technology Lawyers*. A graduate of Harvard College and Harvard Law School, he has spent his career advising technology companies at every stage — as a BigLaw lawyer and in full-time roles at several startups and international public companies.

MEDIA & SPEAKING

David is a frequent speaker and coach for companies, law firms — including Ropes & Gray, Ashurst Perkins Coie, and McDermott Will & Schulte — and law schools, including Harvard, Columbia, Chicago, and Michigan. He has been a guest on the Becker's Digital Health + Health IT, Counsel to Counsel, Cockpit Counsel, and Writer on the Side podcasts, and has written for *The Washington Lawyer*.

A portrait of David Sclar, a man with short dark hair and a beard, smiling. He is wearing a purple shirt. The background is a solid blue color.**CONNECT WITH DAVID**