

Table of contents

<http://www.pbookshop.com>

Introduction: Smart collaboration and lateral hiring	
I. The business case for integrating lateral hires	
1. The war for talent	19
2. The cost of losing laterals	29
3. The threat and impact of new competition for lateral hires	37
4. Smart collaboration for lateral hires' success	41
II. The three-stage process for successful lateral hiring	
1. Stage 1: preparing to hire	51
2. Stage 2: recruiting and interviewing	61
3. Stage 3: integration	73
III. Conclusion	79
IV. Appendix: Lateral hiring toolkit for law firms	83