

**BECOMING A LAWYER: DISCOVERING AND DEFINING YOUR PROFESSIONAL PERSONA**  
**TONI JAEGER-FINE**

*Becoming a Lawyer: Discovering and Defining Your Professional Persona* (2d. ed. West Academic) is a valuable resource for law schools as they seek ways to satisfy ABA standards 303(b)(3) and 303(c). It can be used as an assigned book in a course on professional identity formation, a standalone program on professional identity formation (for incoming or more advanced law students), or a clinical, externship, or other experiential course.

Despite ongoing debate about what professional identity means, the ABA’s own interpretative statement, along with scholarly assessments of professional identity, confirm that the elements on the left side of the chart below are central to the new standard. \* The column on the right indicates where the relevant feature is explored in *Becoming a Lawyer*.

<b>Elements of Standard 303(b) or 303(c)</b>	<b>Where Explored in <i>Becoming a Lawyer</i></b>
Intentionality and Self-Reflection	Chapters 1.B. and 3.A., <i>passim</i>
Evolving Process	Chapters 1, 6.E.
Bias, Cross-Cultural Competence, and Racism	Chapters 3.A., 7.B., and 8.C.
Wellbeing	Chapter 6
Client Focus and Responsiveness to the Client	Chapters 2.A. and 7.D.
Understanding of Client’s Context and Business	Chapters 2.A. and 7.D.
Effective Communication Skills	Chapters 2.A. and 9
Client-Centered Creative Problem-Solving	Chapters 2.A., 4.B. and 7.D.
Teamwork and Collaboration	Chapters 2.A., 7.A. and 8.B.
Good Professional Judgment	Chapters 2.A., 3.A. and 4.B.
Strong Work Ethic	Chapters 2.A. and 4.B.
Conscientiousness and Attention to Detail	Chapters 2.A. and 4.B.
Grit and Resilience	Chapter 4.A.
Organization and Management of Legal Work	Chapters 2.A. and 5.B.
Entrepreneurial Mindset	Chapters 2.B., 3.D., 4.B., and 7.D.
Civility and Respect	Chapters 2.A., 3.D., 4.B. and C., 7.A. & B., and 8.B.
Practical Wisdom	Chapters 2.A. and 4.B.
Consideration Toward Others	Chapters 2.A., 3.D., 4.C., 7., and 8.
Responding to Clients in a Timely Fashion	Chapters 2.A., 5.A., 7.A., and 7.D.
Leadership	Chapters 2.A. and 3.D.
Intrinsic Motivation	Chapter 6.E.
Integrity	Chapters 2.A. and 4.C.

The author is available to assist instructors who adopt *Becoming a Lawyer* in developing an appropriate course syllabus or program and for any questions they may have about *Becoming a Lawyer*. Feel free to contact her at [tfine@Fordham.edu](mailto:tfine@Fordham.edu).

---

\* These factors have been culled from the standards themselves, ABA interpretation of the standards, and a number of prominent scholars in the field of professional identity, including Louis D. Billionis, Richard L. Cruess, Neil W. Hamilton, B Daisy Hurst Floyd, Benjamin V. Madison, III, Larry O. Natt Gantt, II, Aric Short, and David I.C. Thomson.