

APPENDIX III

600+ Things You Can Do with A Law Degree (Other Than Practice Law)

Alternative legal careers are rapidly growing in popularity. We have been monitoring non-traditional, law-related employment opportunities since the inception of our *National and Federal Legal Employment Report* in 1979. Several years later, we published our first of several books on the subject and have addressed his topic before numerous attorney and law school audiences.

The list of job titles that follows is a compilation of more than 600 currently active legal employment opportunities across all employment sectors -- private, public, and nonprofit -- that have either appeared in the *National and Federal Legal Employment Report* or have come to our attention via other sources, including our career counseling clients who have successfully made the transition from traditional law practice into rewarding alternative careers where their law degrees and legal training are highly valued and relied upon

Law-related positions are found in every employment sector and virtually every industry and economic endeavor -- corporations, trade associations, professional associations, every level of government, advocacy organizations, foundations, colleges and universities, accounting firms, hospitals, museums, even law firms. Every time we think our list is complete, we discover new jobs and careers where a law degree and legal training are prized. Thus, we are continually adding to our list.

We define law-related careers as fields wherein a law degree is not required, but is nevertheless a considerable asset. Attorneys have the requisite training and qualifications to prosper in many different fields. Hiring officials in these law-related areas have become increasingly attuned to the value to their organizations of having lawyers occupy these positions.

Please note that many of the careers listed below may legitimately fit into more than one category, e.g., Law Firm Business Development Editor (Marketing and Development as well as Media and Entertainment); Affirmative Action Specialist (Human Resources as well as Civil Rights), Environmental Claims Specialist (Insurance and Risk Management as well as Environmental Careers), etc. Space limitations compel us to list these "cross-disciplinary careers" only once.

The topical headings we have chosen are not the only ones that could have been selected. For example, you will not see a heading entitled "Administrative Law," which we felt was too general for the purpose of this list. Specific job titles could be listed under other topical headings, depending upon the classifier's opinion.

No longer is it possible to go about one's daily business worried only about the implications of financial and political decisions taken in New York, Washington, DC, and Sacramento, Austin, Tallahassee, Albany, or some other state capital. Henceforth, we will also have to concern ourselves with decisions taken in Tokyo, Frankfurt, Beijing, and even Singapore, Seoul, Taipei, and Kuala Lumpur, among others. Similarly, we will all have to learn new ways of conducting ourselves in a "virtual, real-time" world where information is both too prolific and almost too readily available in "megadoses."

Among its many services to the legal community, our Nationwide Career Counseling for Attorneys (NCCA) and Sutherland Hermann Associates subsidiaries specialize in advising attorneys contemplating career transitions on law-related career opportunities and prospective employers in each of these career fields. Through the years, we have advised thousands of lawyers seeking to transition from mainstream law into law-related careers, and the demand for this specialized counseling is increasing all the time.

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The list below and additional information is online at
<http://www.attorneyjobsonline.com/attorneyjobsonline/index.html>

Academic Administration

Academic Support Program Coordinator
Affirmative Action/EEO Officer
Assistant to the President/Chancellor
Business Affairs Director/Officer
Campus Ombudsman
Campus Security Compliance Officer
Contract Staff Analyst
Cooperative Legal Education Director
Corporate Liaison Officer
Disability Services Coordinator
Diversity Management Director
Environmental Programs Professional
Equity Coordinator
Federal/State Relations Professional
Grants and Contract Compliance Specialist
Grants and Contracts Manager
Healthcare Licensing Manager
Judicial Affairs Officer
Laboratory Business Manager
Law School Academic Compliance Affairs Officer
Law School Advocacy Programs Director/ Assistant
Law School Career Placement Officer
Law School Clinical Program Supervisor
Law School Development/Fundraising Officer
Law School Director of Admissions/Financial Aid
Law School Director of Alumni Affairs
Law School Director of Institutional Advancement
Law School Director of Marketing
Law School Director of Student Affairs
Law School Faculty Computer Consultant
Law School Legal Education Director
Law School Publication Support Specialist
Legislative Affairs Professional
Paralegal Program/School Administrator
Planned/Deferred Giving Officer/Director
Real Estate Director/Officer
Sexual Harassment/Sexual Assault Counselor
Sponsored Research Director
Student Affairs Professional
Student Legal Affairs Officer
Technology Licensing Associate
Trust Officer
Undergraduate Program Manager/Coordinator

Alternative Dispute Resolution

Administrative Judge
Administrative Law Judge
ADR Intake Specialist
Alternative Dispute Resolution Coordinator
Arbitration Administrator
Arbitrator
Asylum Officer
Civil Mediation Program Manager
Contractor Industrial Relations Specialist
Convenor/Facilitator
Dispute Resolution Professional
Domestic Relations Mediation Program Manager
Domestic Relations Mediator
Domestic Resolution Specialist

Fair Housing Specialist
Family Support Magistrate
Hearing Officer
Mediation Coordinator
Mediator
Neutral Advisor
Ombudsman
Ombudsman for Private Property Rights
Small Claims Mediation Program Manager
Small Claims Mediator
Structured Settlements Professional

Banking and Finance

Bank International Trade Specialist
Bank Investment Compliance Officer
Bank Probate Administrator/Officer
Banking Enforcement Advisor
Bankruptcy Analyst
Benefits Professional
Capital Market Consultant
Chapter 13 Trustee
Claims/Settlement/Termination Specialist
Commercial Lending Manager
Community Reinvestment Act Director
Compliance Officer (Bank Regulation)
Compliance Officer (Commodities/Securities)
Consumer Affairs Examiner
Corporate Finance Executive
Credit Examiner
Employee Benefits Trust Administrator
Escrow Agent
Estate/Fiduciary Administrator
Estate and Financial Planner
Financial Enforcement Specialist
Financial Institution Examiner
Financial Planner/Planning Analyst
Financial Services Sales Agent
Futures Trading Investigator
Investment Banking Officer
Legal Advertising/Sales Literature Manager
Legal Fee Auditor/Legal Cost Specialist
Legal Product Manager-Corporate
Legal Product Manager-Private Label Funds
Legal Product Manager-Securities/Brokerage
Loan Administrator/Specialist
Loan Workout Officer
Mutual Fund Administrator
Pension Benefits Examiner
Pension Law Specialist
Probate Accountant
Public Finance Consultant
Securities Compliance Examiner
Securities Firm Executive
Securities Transactions Analyst
Trust Benefits Specialist
Trust Business Development Professional
Trust Examiner
Trust Officer/Administrator
Trust Property Manager
Trust Risk Analyst
U.S. Trustee/Assistant U.S. Trustee

Workers' Compensation Auditor

Civil Rights

Accessibility/Compliance Specialist
Advocacy Coordinator
Affirmative Action Specialist
ADA Coordinator
ADA Compliance Manager
Civil Rights Analyst
Civil Rights Coordinator
Civil Rights/Affirmative Action Investigator
Community Relations Specialist
Conciliation Specialist
Cultural Diversity Director
Equal Opportunity Compliance Specialist
Equal Employment Opportunity Manager/Officer
Human Rights Administrator
Judiciary AA/EEO Investigator
Legal Compliance Officer

Contracts, Procurement, and Grants

Competition Advocate
Contract Negotiator
Contract Specialist/Administrator/Officer
Contract Staff Analyst
Contract Termination Specialist
Grants Administration Specialist
Grants Supervisor
Industrial Property Manager
Procurement Officer/Analyst
Purchasing Officer/Director
Self-Determination Specialist
Small Business Advocate
Technology Transfer Professional

Court Administration

Alternative Sanctions Coordinator
Assistant Circuit/District Executive for
Legal Affairs
Attorney Admissions Deputy
Bankruptcy Administrator
Bankruptcy Appeals Clerk
Bankruptcy Case Administration Manager
Bankruptcy Examiner
Bankruptcy Group Manager
Case Calendaring Clerk
Circuit/District Court Executive
Clerk of Court
Court Administrator
Court Analyst
Court Mental Health Services Manager
Court Operations Specialist
Court Services Director
Court Technology Advisor
Deputy Clerk
Disciplinary Administrator
Estate/Probate Administrator
Friend of the Court
Guardian Ad Litem

Guardianship Clerk
Jury Commissioner
Land Commissioner
Legal Documents Officer/Supervisor
Legal Research Director
Parole Officer
Pretrial Services Officer
Probation Director
Probation Officer
Public Guardian
Registrar
Reporter of Decisions
Settlement Director
Supervisor of Public Trust Accounts
Support Payments Officer
Training Professional
Victim Services/Restitution Coordinator
Violations Bureau Manager

Criminal Justice and Law Enforcement

Alcohol, Tobacco and Firearms Inspector
Bank Fraud Investigator
Border Patrol Agent
Child Abuse Investigator
Child Support Enforcement Case Analyst
Civil Penalties Officer
Civilian Complaint Review Board Officer
Compliance Support Inspector
Computer Crime and Security Specialist
Computer Fraud Investigator
Consumer Safety Inspector
Crime Analyst
Crime Prevention Coordinator
Criminal Investigator
Criminal Justice Administrator/Analyst
Criminal Research Specialist
Customs Inspector
Deputy Inspector General for Investigations
Drug Enforcement Administration Special Agent
Domestic Investigator
Drug Investigator
Economic Crimes Investigator
Employment Investigator
Enforcement Analyst
Enforcement Professional
FBI Special Agent
Federal Trade Investigator
Financial Enforcement Specialist
Fines, Penalties and Forfeiture Specialist
Foreign Service Narcotics Control Officer
Forensic Investigator
Fraud/White Collar Crime Investigator
Fugitive Witness Investigations Specialist
Game Law Enforcement Officer
General Investigator/Inspector
Hidden Assets Investigator
Immigration Inspector
Inspector General
Inspector General Complaints Analysis Specialist
Intellectual Property Loss Investigator
Internal Affairs Director

Investigations Review Specialist
Law Enforcement Coordination Manager
Law Enforcement Specialist
Missing Persons Investigator
Municipal Code Enforcement Officer
Postal Inspector
Private Investigator
Revenue Officer/Agent
Securities Fraud Examiner
Seized Property/Asset Management Specialist
Software Piracy and Licensing Abuse Investigator
Special Agent (Wildlife)
Treasury Enforcement Agent
Victims Compensation Officer/Claims Analyst
Victim Services Manager
Welfare Investigator

Energy and Natural Resources

Energy Advocate
Energy Conservation Program Specialist
Energy Regulatory Affairs Professional
Landman
Mineral Appeals Analyst
Natural Resources Specialist
Public Utilities Specialist
Renewable Energy Program Specialist

Environmental Careers

Coastal Zone Resources Manager
Conservation Field Representative
Director of Environmental Affairs
Director, Legislative Analysis and
Environmental Policy
Environmental/Public Health Advocate
Environmental Claims Examiner
Environmental Compliance Manager
Environmental Consultant
Environmental Ombudsman
Environmental Planning Manager
Environmental Policy Analyst
Environmental Protection Specialist
Environmental Public Participation Specialist
Hazardous Waste Management Consultant
Marine Resource Management Specialist
Remediation Specialist
Resource Policy Analyst
Safety and Occupational Health Specialist
Technological Program Hazards Specialist
Trade Association Environmental Staffer

Ethics/Professional Responsibility

Attorney Ethics Coordinator
Attorney Ethics Investigator
Bar Disciplinary Manager
Client Protection Fund Director/Officer
Corporate Ethics Director/Officer
Ethics Auditor
Ethics Commission Director/Officer
Ethics Program Specialist

Ethics Trainer
Health Professions Investigator
Hospital Ethicist
Judicial Disabilities Commission Investigator
Lawyer Assistance Program Director
License Examining Specialist
Professional Licensing Officer
Professional Regulation Compliance Analyst
Unauthorized Practice of Law Advisor
Unauthorized Practice of Law Investigator

Healthcare

Health Plan Member Services Coordinator
Healthcare Compliance Officer
Healthcare Fraud Investigator
Hospital Planned Giving Professional
Hospital Risk Manager
Nursing Home Investigator
Patient Rights Advocate
Quarantine Investigator

Human Resources

Employee Benefit Plan Specialist
Employee Disability Programs Manager
Employee Relations Manager/Specialist
Employment and Training Specialist
Government Benefits Director
Human Resources Director
Lawyer Temporary Agency Manager
Legal Career Counselor
Legal Search Consultant
Manpower Development Specialist
Personnel Management Specialist
Professional Standards Administrator
Reemployment Rights Compliance Specialist
Retirement Systems Administrator
Salary Administration Specialist
Social Security Disability Claimant Representative
Veterans Program Specialist
Veterans Reemployment Rights Specialist

Human Services

Aging Services Program Specialist
Child Support Collection Specialist
Children's Advocate
Director of Human Relations
Elder Rights Specialist/Advocate
Geriatric Care Manager/Advocate
Mental Healthcare Ombudsman
State Long-Term Care Ombudsman
Women's Rights Advocate/Domestic
Abuse Specialist

Insurance and Risk Management

Bankruptcy Claims Examiner
Casualty Claims Specialist
Civil Service Retirement Claims Examiner
Claims Representative/Manager

Commercial Claims Specialist
Dependent and Estates Claims Examiner
Document Compliance Specialist
Environmental Claims Specialist
Errors and Omissions Claims Manager
General Agent
General Claims Examiner
Health Benefits Program Analyst
Health Care Policy Analyst
Health Insurance Specialist
Health Plan Member Services Coordinator
Insurance Agent (Life, Health, and Disability)
Insurance Agent (Property and Casualty)
Insurance Claims Representative
Insurance Consultant
Insurance Fraud Investigator
Insurance Licensing Administrator
Insurance Licensing Consultant
Insurance Market Conduct Examiner
Insurance Officer
Insurance Policy Analyst
Insurance Services Practice Group Head
Insurance Specialist
Issuing Specialist
Liability Claims Analyst
Litigation Examiner
Loss and Damage Claims Examiner
Medical Malpractice Claims Analyst
Pension Investigator
Personal Trust Product Manager
Professional Liability Claims Analyst
Professional Liability Insurance Program Marketer
Professional Liability Underwriter
Recovery Manager
Risk Analyst
Risk Manager
Social Insurance Administrator/Representative
Social Insurance Claims Examiner
Transportation Claims Examiner
Unemployment Insurance Administrator
Veterans Claims Examiner
Workers' Compensation Claims Examiner
Workers' Compensation Program Specialist

Intellectual Property

Applications Examiner
Conveyance Examiner
Copyright Examiner
Corporate Copyright Specialist
Corporate Director of Licensing
Foreign Filing Specialist
Health Care Licensing Manager
Intellectual Property Resources Director
Patent Administrator
Patent Examiner
Patentability Review Examiner
Patent/Technology Licensing Officer
Technology Transfer Community Outreach
Professional
Technology Transfer Director
Trademark Examiner

Intelligence/Security

Aviation Security Specialist/Officer
CIA Clandestine Service Agent
Foreign Assets Control Intelligence Analyst
Foreign Service Diplomatic Security Officer
Industrial Property Clearance Specialist
Industrial Security Specialist/Officer
Information Security Consultant
Information Security Specialist/Officer
Intelligence Officer
Intelligence Research Specialist
Internal Security Specialist/Officer
Munitions Export Control Specialist
Personnel Security Specialist/Officer
Physical Security Specialist/Officer
Premises Security Consultant
Security Administration Specialist/Officer
Security Assistance Analyst
Security Classification Specialist/Officer
Security Inspector

International Affairs, Trade, and Investment

Commercial Loan Specialist
Commercial Operations Specialist
Country Risk Analyst
Customs Entry and Liquidation Specialist
Economic Development Director
Economic Development Project Officer
Export Administrator/Manager
Export Control Specialist
Export Credit Manager
Export Factor
Export Insurance Issuing Specialist
Financial Institution Reform Advisor
Foreign Affairs Specialist
Foreign Service Officer
Foreign Trade Zone Manager
Immigration/Benefits Coordinator
Import Compliance Specialist
Import/Export Manager/Coordinator/Agent
International Affairs Specialist
International Agency Liaison Officer
International Human Rights Advisor
International Relations Officer
International Trade Specialist
International Trade and Investment Consultant
Library Foreign Law Specialist
Manager of Export/Import Compliance
Manager of Global Trading Documentation
Munitions Export Control Specialist
Passport and Visa Examiner
Political Risk Insurance Officer
Tariff and Regulatory Supervisor
Trade Documentation Officer
U.S. and Foreign Commercial Service Officer

Labor Relations

Industrial Relations Specialist

Labor Investigator
Labor Management Relations Examiner
Labor Negotiator/Mediator
Labor Relations Clearinghouse Staff Member
Labor Relations Consultant
Labor Relations Manager/Specialist/Analyst
Labor Relations Planning and Analysis Manager
Wage and Hour Law Administrator
Wage and Hour Law Compliance Specialist

Legal Administration

Bar Association Professional
CLE Administrator
CLE Training Manager/Specialist
Law Firm Administrator/Executive Director
Law Firm Management Consultant
Law Firm Trainer
Law Firm Recruiter
Legal Services Program Executive Director
Pro Bono Coordinator
Professional Relations Coordinator

Legal Documents/Information/Research

Analyst in Social Legislation
Archivist (Legal)
Economic Research Analyst
Freedom of Information Act/Privacy Act Officer
Law Librarian
Law Library Computer Network Manager
Legal Database Manager
Legal Historian
Legal Instruments Examiner
Legal Researcher
Legal Writer
Public Disclosure Officer
Senior Paralegal
Social Science Research Analyst
Technical Legal Information Specialist

Legislative and Regulatory Affairs

Congressional Affairs Specialist
Congressional Inquiries Program Manager
Congressional Liaison Specialist
Food Program Specialist
Governmental Affairs/Relations Positions
Intergovernmental Affairs Specialist
Legislative Affairs Specialist/Legislative Analyst/Legislative Director
Legislative Assistant
Legislative Coordinator
Legislative Correspondent
Legislative Drafter
Legislative Program Manager
Legislative Representative
Legislative Staff Director
Lobbyist
Manager of Regulatory Affairs
Policy Advocate
Policy Analyst

Professional Legislative Committee Staff Director/Member
Professional Licensing Board Compliance Officer
Program Integrity Specialist
Regulations/Rulings Specialist
Regulatory Analyst
Regulatory Compliance Director
Regulatory Impact Analyst/Program Specialist
Regulatory Implementation Manager
Telecommunications Regulatory/Policy Analyst

Litigation Management/Support

Alternative Sentencing Consultant
Case Assessment Consultant
Jury Selection Advisor
Law Firm Director of Litigation Services
Litigation Analyst
Litigation Management Professional
Litigation Management Trainer
Litigation Support Consultant/Specialist
Litigation Support Project Manager
Trial Consultant

Management and Administration

Acquisitions/Divestiture Professional
Association (Trade or Professional) Executive
Automobile Dealer Performance Manager
City/County Clerk/Administrator
Corporate Secretary
Elections Administration Officer
Emergency Management Specialist
Federal Aid Administrator
Foundation Executive/Program Manager
Grants Management Specialist
Industry Specialist
Law Office Management Specialist
Management Analyst
Nonprofit Advocacy Organization Manager
Program Analyst/Officer
Sports Franchise General Manager
Unclaimed Property Administrator

Marketing and Development

Bar Review Regional Director/Administrator
Business Broker
Gift and Estate Planning Professional
Economic Development Positions (State/Municipal)
Franchise Development Manager
Law Firm Director of Client Relations
Law Firm Business Development Editor
Law Firm Client Development Director
Legal Cost Management Sales Consultant
Legal Publishing Sales Representative

Media and Entertainment

Acquisitions Editor
Law Correspondent/Reporter
Law Firm Business Development Editor

Legal Editor
Legal Newspaper/Journal Publisher
Legal Publisher Account Representative
Literary Agent
New Product Development Professional (Legal
Publisher)
Public Affairs Specialist
Sports/Talent Agent
Technical Publications Writer/Editor (Legal)

Real Estate/Housing

Community Development Block Grant Coordinator
Development Specialist
Director of Real Estate
Fair Housing Community Educator
Fair Housing Test Coordinator
Housing Advocate
Housing Authority Director/Professional
Housing Programs Administrator
Housing Services Planner
Land Agent
Land Acquisition Manager
Land Law Examiner
Land Manager
Land Preservation Director
Land Protection Director/Specialist
Lease Negotiator
Real Estate Auction Project Manager
Realty Specialist/Officer
Register of Deeds
Right-of-Way Agent
Tenant's Broker
Title Examiner
Zoning Administrator

Taxation

Estate Tax Examiner
International Tax Analyst
Property & Transaction Tax Manager
Tax Agent
Tax Law Specialist
Tax Manager/Tax Planning Manager
Tax Research Manager/Professional

Technical Services Manager
Trust Tax Manager

Teaching-Law School

Academic Support Instructor
Assistant/Associate/Full Professor
Clinical Program Director
Clinical Program Instructor
Foreign Law School Professor/Lecturer/Leader
Legal Research & Writing Program Instructor

Teaching-Undergraduate/Graduate

Paralegal Program Instructor
Business Law Professor
Criminal Justice Program Instructor
Dispute Resolution Teacher
Environmental Policy Teacher
Ethics Instructor
Labor Relations Instructor
Law and Anthropology Professor
Law and Economics Professor
Law and History Professor
Law and Psychology Professor
Law and Society Professor
Legal Administration Professor
Legal Studies Program Coordinator
Legal Studies Program Teacher
Real Estate Instructor
Security Assistance Management Instructor
Tax Instructor

Transportation

Admeasurer
Boating Law Administrator
Highway Safety Specialist
Marine Inspector
Marine Transportation Policy Analyst
Traffic Management Specialist
Transportation Specialist
Transportation Safety Consultant
Vessel Traffic Specialist