VALUE CHAIN DYNAMICS OF LEGAL EDUCATION

RAW MATERIALS

STUDENTS
- Increased differentiation based on price and value
- Premium students
- Funding students

FACULTY
- Differentiation but buyer’s market
- Substitution of contingent faculty

OTHER PROFESSIONALS
- Library and IT
- ASP/Career services
- Development
- Student services
- Media

MATERIALS
- Physical plant
- Library and data
- Other

INTEGRATED PROCESSES IN LAW SCHOOL

Transmission of legal content, skills development, bar exam preparation

Reputational marking of students

Managing the school’s ranking and other reputational intangibles

Resource mobilization, advancement, revenue generation

ULTIMATE OUTPUT

External Goods
- e.g., job-seeking graduates (JD and non-JD)

Internal Goods
- (student is the buyer) e.g., self-actualization

DISTRIBUTION NETWORKS

TUITION DISCOUNTING

SUPPLY NETWORKS

REPUTATIONAL FEEDBACK LOOP