

David Cruickshank

Principal, Edge International



David Cruickshank is a Partner with Edge International. He advises law and other professional services firms on practice management, strategy, governance, leadership development, and talent retention strategies. He works with managing partners, professional development directors and partners, and hiring partners to convert training to a strategic advantage of the firm. Cruickshank creates customized programs on leadership, time management, legal project management, delegation, feedback, and business development skills. He has also led engagements on compensation, operational reviews, and strategy implementation.

Cruickshank has also worked on partner development, management, and strategy in AmLaw top 50 firms. He has designed customized partner level courses for many AmLaw 200 firms.

He has worked as a training consultant in top firms in Canada, the United Kingdom and the United States since 1990. He is well known academically in the field of legal skills education. He currently teaches as an adjunct at the Pepperdine Law School master's program and is a frequent conference speaker.

Cruickshank was previously a consultant at KermaPartners and before that, director of professional development at Paul, Weiss, Rifkind, Wharton, and Garrison in New York. He has a master's degree in law from Harvard Law School. His law degree and B.A. were earned at the University of Western Ontario. Cruickshank is based in San Diego and travels regularly to New York City.

Some of his client projects have included:

- Skill training, leadership, and business development programs for major U.S., U.K. and Canadian law firms
- Legal Project Management engagements in many AmLaw 100 firms, from 2005; author and conference speaker on LPM
- Equity partner compensation engagements using a range of factors and measurable data
- Operational review and administrative best practices for a 750-lawyer national firm
- Leadership Development Programs for practice group leaders at several small and mid-sized Canadian and U.S. firms
- A year-long Leadership Development Program for 26 leaders in the city attorney's office of New York City
- A benchmarking study for a top 10 New York law firm comparing professional service firms on recruiting, professional development, and evaluation
- Training needs assessment and training programs for the International Finance Corporation and the World Bank
- Retreat program on Crisis Management Skills for worldwide in-house counsel at Citibank; other Citi lawyer development programs.



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