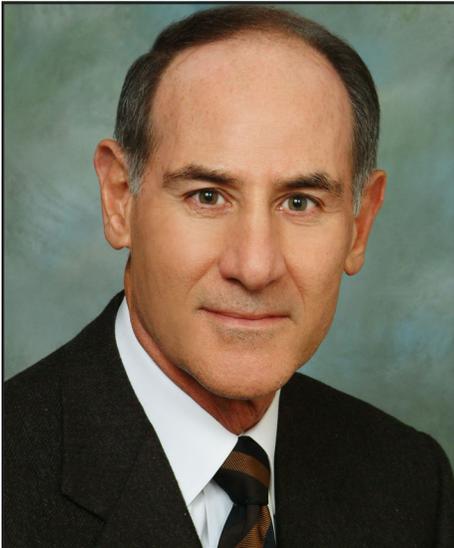


Executive Profile: LARRY SONSINI



RÉSUMÉ

Name: Larry Sonsini.
Title: Chairman and CEO.
Company: Wilson Sonsini Goodrich & Rosati.
Background: Sonsini joined Wilson Sonsini in 1966. He specializes in corporate law, corporate governance, securities and mergers and acquisitions.
Education: Law degree from Boalt Hall School of Law, University of California, Berkeley.
Residence: Woodside.

BUSINESS PHILOSOPHY

Essential business philosophy: To keep everything in front of me in perspective. Perspective of what's going on is the key thing as a fundamental business philosophy. Don't overreact and take it all in and be sure that the main thing is the main thing. There are always going to be ups and downs. There are always going to be competitive issues. Keep it balanced.

Best way to keep competitive edge: You're

only as good as your last time at bat. You can't get too full of your achievements and too down on your failures. You have to realize it's a process and you have to build on it.

Guiding principle: Integrity.

Yardstick of success: Inner peace. I think I'm my own worst critic and inner satisfaction is the best yardstick.

Goal yet to be achieved: It's finding that next great solution, that next great creative reaction. It's the satisfaction of doing something worthwhile; the job well done.

JUDGMENT CALLS

Best business decision: It was to build a law firm with the objective to be a law firm for all seasons. The challenge was to start a very small firm and to try to develop it into the highest quality law firm in the country, to be among the top law firms in the country. The best business decision was to focus on that strategy and stay with it.

Worst business decision: There is no such thing to me. There are bad decisions, of course, but there's an epiphany in every experience in life no matter how bad, there is something to take away from it. There's no such thing as the worst business decision. It isn't the way I measure myself.

Toughest business decision: The downsizing of the firm during the economic downturn. We grew to over 800 lawyers. Today we're a law firm of 600 lawyers. That was hard. It was hard to tell people to move on when you had so much respect for them.

Biggest missed opportunity: I don't have any regrets for decisions made. As long as you have a philosophy to move on and keep building, you adopt an attitude that there are always other opportunities.

Mentor: I don't have anyone. I try to be guided by the experiences of the people around me.

Word that best describes you: Balanced.

TRUE CONFESSIONS

Like best about job: Just the thrill of creative thought and execution. The thought that in my job every day presents a different problem and a different crisis.

Like least about job: Anything that is tedious.

Pet peeve: Sloppiness of any kind.

Most important lesson learned: I think more and more it's trusting my instincts. When the decisions are tougher and the issues are complex, I'm learning more and more to go with my instincts.

Person most interested in meeting: Two people. One is Jesus Christ And Winston Churchill.

Most-respected competitor: I respect them all. I think it's a healthy attitude. I have to be mindful of them all.

Three greatest passions: One is my family. Two is leading this firm. Thirdly, any kind of athletic physical activity.

First choice for a new career: I'd like to try my hand at being an author. I'd love to be able to write like a Steinbeck or Hemingway or some of the great authors.

PREDILECTIONS

Favorite quote: "I don't believe in miracles. I count on them."

Favorite cause: Entrepreneurialism in every form.

Favorite book: I just read Steinbeck's "East of Eden" again. It was awesome.

Favorite status symbol: I'm not one for symbols.

Favorite movie: "Casablanca."

Favorite restaurant: L'ami Louis, in Paris.

Favorite vacation spot: Rome, Italy. It is so rich. There is a vibrancy and energy there.

Favorite way to spend free time: Watching old classic movies with my wife.

Automobile: Mercedes CL 600.

— Eric Young ■