IPI Academy

falconbury



Presented by
Falconbury

Influence, Lead, Persuade and Negotiate: A Workshop for Driving Results in Legal Practice

19-20 April 27
+ 14-15 October 27

Boost your impact and influence with expert-led training in leadership, negotiation and influence. Gain practical tools for immediate application with personalised coaching to identify your strengths and overcome challenges.

Format:
Live online

CPD:
12 hours for your records

Certificate of completion

Course overview

Being able to positively impact negotiations both with clients and colleagues will decide your level of success as a lawyer. In today's fast-paced legal and commercial environments, technical expertise alone is not enough.

Lawyers must also excel at leadership, persuasion and influencing clients and colleagues, persuading across cultures and functions and negotiating with strategic intent. This highly practical and immersive course equips legal professionals with the essential behavioural, communication and negotiation tools to lead with impact, foster trust and deliver measurable outcomes.

During this two-day professional and personal development workshop you'll explore your personal influencing style, master techniques for building trust in complex relationships, and learn how to tailor your approach for diverse audiences - from boardrooms to multi-national stakeholders. You'll dive deep into advanced negotiation frameworks, cultural agility, team dynamics and how to exert influence even when you lack formal authority.

This course offers a unique opportunity to focus on developing proven advanced influencing, persuading and negotiation skills to enhance your ability to make an impact, improve visibility and influence both clients and colleagues to manage legal risk and achieve business goals.

This course will help you to understand that this is not just a matter of reasons and arguments, but of making sure you are fully aware of your behaviour, your communication style and the impact they have on your colleagues and other interlocutors.

By role modelling such behaviour in the safe environment of the training room, you will become aware of your personal behaviour patterns and what changes you can make to have a more positive influence and reinforce the strong messages you wish to embed.

Key skills areas covered include:

- Leadership
- Negotiation
- Influencing and impact
- Persuasion

Through expert-led sessions, practical exercises, simulations and peer feedback, you'll leave with a powerful toolkit for building stronger relationships, managing difficult conversations and delivering results - whether in internal strategy meetings or high-stakes commercial negotiations.

*BOOK EARLY: Limited spaces available

Benefits of attending

By attending this intensive workshop-style programme, tailored specifically to address situations faced by international lawyers, you will:

- **Gain** a deeper understanding of your personal influence and negotiation style
- **Use** experiential learning to enhance your skills to effectively influence a situation to deliver your desired outcome
- **Enhance** your competency and confidence in negotiations with clients and colleagues
- **Improve** your ability to manage conflict and disputes to a successful outcome
- **Get to grips** with a toolkit of leading and influencing strategies and techniques that you can use to overcome day-to-day challenges
- **Identify** and recognise different influencing and negotiation styles in yourself and others and learn how to adapt for maximum impact
- **Understand** techniques to manage your time and meetings for maximum persuasion and efficiency
- **Learn** what it means to be an effective international negotiator and how this can benefit your organisation
- **Master** the skills necessary for managing negotiation impasses successfully

Who should attend?

This programme has been specifically designed for all international in-house and private practice lawyers and legal professionals who would like to improve their performance through enhanced influencing, persuading and negotiation skills. Delegates will identify a particular challenge they have encountered to apply the new skills learned during this course.

- In-house counsel
- Private practice lawyers
- General counsel and legal directors
- Lawyers advising clients in regulated sectors
- Corporate and commercial lawyers
- Legal professionals and dispute resolution lawyers
- Partners, associates and trainees looking to develop their skills and client impact

Programme

Day 1

Definitions and styles of influencing and persuasion with colleagues and clients

- Introduction to a model for influencing, personal effectiveness and persuasion.
- Basic strategies
- What do effective influencers do?
- Personal impact and effectiveness when influencing
- Looking at what we currently do
- Identifying your own preferred influencing style
- Recognising how others with a different preferred influencing style are effectively influenced

Positive and impactful tools for effective influencers and negotiators

- Behaviours that help to reach agreement
- Behaviours that lead to breakdown
- Asking
- Telling
- Probing
- Listening
- Use of silence
- The role of non-verbal communication
- Simulation and feedback

Engagement and determining and building trust for results

- Different types of trust
- Creating and sustaining trust
- Identifying your criteria for trust and other people's
- Testing your criteria and others for trust

Influence and persuade to lead, manage and negotiate across cultures and organisations

- How different cultures like to be influenced and make decisions
- Hierarchy
- 'I' vs 'we'
- Perception of status
- Dealing with certainty
- Attitudes to time
- Relationship vs task
- Intercultural communication styles

Influencing, creating and managing teams that deliver

- Teams vs groups
- Team dynamics
- Team building
- Coaching teams
- Evaluating teams
- Remote and virtual teams

Time management and meeting strategies for fast-track lawyers

- Extinguishing time bandits
- Strategies to maximise influence in meetings
- Seating for persuasion and influence
- Handling difficult conversations

Day 2

Successful advanced negotiations – objectives and strategy negotiations – internal and external

- Proven tools and techniques
- Objectives – slicing the pie or expanding the pie
- The myth of 'win/win'
- Creating value – long and short term
- Identifying your objectives and strategy
- Strategy variables – BATNA and ZOPA

Identifying your natural negotiating style and widening your range of styles for success

- Practical exercise
- Recognising your preference and others
- Impact of different styles
- When to apply different styles

Pre-negotiation tools for effective time-saving preparation

- Frames for a gain
- The Issue Map – managing complex negotiations
- Offers

Finding and using negotiating power when you have no authority

- Definition of power
- Sources of power
- Interests
- Positions

Immediate action

- Key learnings
- Defining personal objectives
- Enhancing strengths and meeting challenges
- Where you are going to be – short, medium and long term
- Action plan

Presenter



Arun Singh

Arun Singh (Prof) OBE, FRSA is an international lawyer and consultant to an international law firm. He was formerly a partner and head of commercial law at KPMG Legal and partner at Masons (now Pinsent Masons).

Arun has advised on disputes and collaborations in a wide range of jurisdictions including Europe, countries in West and East Africa, India, Bangladesh, China, Hong Kong, Saudi Arabia, UAE, Qatar, Pakistan, Libya, Jordan, Syria, the US, Caribbean, Russia, Israel, Lebanon, Egypt, Thailand and Singapore. Arun is cited and ranked in the Chambers Guide to the world's leading lawyers. He concentrates on international investment, joint ventures, licensing of technology, research and development, M&A, energy, outsourcing and corporate governance in developed and emerging markets; he also handles international legal risk management matters. Arun advises a range of international organisations and is a visiting professor in International Business, Leadership and Negotiations at Salford University Business School, senior associate at Oxford University's Institute of Legal Practice and teaches international leadership and negotiations at the University of Cambridge. He has facilitated programmes in Europe, Asia, the Middle East and the US.

He is a recognised corporate educator and a non-executive director of two international investment companies – one of which is listed on the London Stock Exchange, chairing the Audit Committee and Investment Committee.

He was appointed an OBE by HM the Queen in January 1999 for services to international trade, investment and intercultural management. Arun is an editor and contributor to a number of publications including Business and Contract Law (a Thorogood Special Report) and How to Lead Smart People – Leadership for Professionals (Profile Books) (recommended reading in the big four corporate advisory firms and basis for the popular international Coursera MOOC, University of London course 'Stepping Up: Leading Others'). He is also a facilitator for company programmes and an experienced speaker at international corporate conferences.

Course dates

19-20 April 27	**Live online** 09:30-17:00 **UK (London)** (UTC+01) *Course code 17095*	GBP **1,199** ~~1,399~~ EUR **1,679** ~~1,959~~ USD **1,927** ~~2,239~~ **Until 22 Feb**
14-15 October 27	**Live online** 09:30-17:00 **UK (London)** (UTC+01) *Course code 17418*	GBP **1,199** ~~1,399~~ EUR **1,679** ~~1,959~~ USD **1,927** ~~2,239~~ **Until 19 Aug**

How to book

Online:
ipi.academy/239

Alternatively contact us to book, or if you have any queries:

Email:
info@ipiacademy.com

Phone:
+44 (0)20 7749 4749

Discounts

- Booking more than one delegate on any one date qualifies for a **30% discount** on the second and subsequent places.
- Most events qualify for an **early booking discount** prior to 6 weeks before the course date. Be sure to check on our website, where the latest discounts will be shown.

Further information

Fee
The fee includes all meals and refreshments for the duration of the course (for venue-based courses) and a complete set of course materials (provided electronically). If you have any particular requirements, please advise customer services when booking.

Please note
IPI Academy (and our training partners) reserve the right to change the content and timing of the programme, the speakers, the date and venue due to reasons beyond their control. In the unlikely event that the course is cancelled, we will refund the registration fee and disclaim any further liability.

Terms and conditions
The rest of the our terms, the event cancellation policy and the terms and conditions are on our website, please visit ipi.academy/content/terms-and-conditions

Reviews

★★★★★

I extremely enjoyed the 2 days training. [Speaker] was very polite, professional and at the same time, experienced and knowledge in the subject, so I learned a lot from him and also got very inspired. I've accomplished all I was hoping for, and more. It was very useful, tailored to our needs, and a very good combination of theory and practical exercises. Everything was great.

Ekaterina Cherkasova
Legal Counsel IT
TMF Group
Nov 11 2024

★★★★★

Fantastic. The presentation [was] tailored to the needs of the group. Presenter answered questions in a really helpful way - full of knowledge, stories, theories and examples. All very good.

Robyn Sternberg
Legal Director
Dematic Limited
Nov 11 2024

★★★★★

Amazing! Webinar was very well organized and presented! Everything was functioning smoothly and even though it was online, I also felt kind of connection with the speaker and other participants. This was my first webinar at Falconbury and for sure I will look into more of these in the future!

Ana Banicevic
Senior Legal Counsel
TMF Group B.V.
Nov 17 2022

★★★★★

Arun was excellent, thoroughly enjoyable to listen to him train us and he was incredibly knowledgeable. Really enjoyable and will definitely recommend this to my colleagues / peers and will explore additional Falconbury courses in the future.

Jade Paterson
Senior Legal Counsel
Huisman Equipment B.V
May 12 2022

Run this programme in-house for your whole team

Coming to IPI Academy for your in-house training provides an all-inclusive service which gives you access to a wide variety of content, learning platforms and delivery mechanisms as well as your own personal training adviser who will work with you from the initial enquiry through to feedback and follow-up after the programme.

With over 600 trainers, all practitioners and experts across a huge range of fields, we can provide the training you need, where you need it, when you need it, and at a price which suits your budget. Our approach to tailored learning and development consists of designing and delivering the appropriate solution for each client.

For your FREE consultation and to find out more about how we can work with you to solve your training needs, please contact our training advisers:



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IPI Academy

IPI Academy is a training initiative of Falconbury and Management Forum; leading providers of industry training for over 30 years, based in the UK.

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