IPI Academy

falconbury



Presented by
Falconbury

Essential Skills of the High Achieving In-House Lawyer

11 March 27
+ 30 September 27

This in-house lawyer training course is a highly focussed one-day event that has been specially designed to give in-house lawyers the essential skills they need to succeed as a valuable and integral part of their organisation.

Format:
Live online

CPD:
6 hours for your records

Certificate of completion

Course overview

The role of the in-house lawyer can be hugely stimulating and fulfilling but it can also be very stressful and fatiguing. It is tremendously important to take time periodically to step back from the day-to-day activities, which seem so pressing, to really consider the development of your, and your teams, performance.

This in-house lawyer training course has been specially designed to focus on and boost the essential skills you and the in-house team needs to grow and develop as a legal department within a commercial environment.

By focussing on your skill-set and career development options, you will open up new opportunities as you enhance your skills in:

- Communication
- Collaboration
- Management
- Influencing
- Problem solving
- Relationship building
- Business acumen

This one-day intensive training course focusses on these key areas to supercharge your performance. By developing your commercial skills in-line with your legal expertise you can become a high-achieving in-house lawyer.

Benefits of attending

By attending this course you will:

- **Explore** your competencies and career development options
- **Boost** client care techniques to have a greater influence on colleagues in other departments
- **Integrate** with business colleagues whilst maintaining professional independence
- **Get to grips** with using available resources to best effect
- **Learn** successful techniques for raising legal awareness across your organisation
- **Understand** the benefits the legal team can bring to a business
- **Identify** areas and techniques for personal development

Who should attend?

All in-house lawyers who want to:

- Supercharge their commercial and personal skills to have more influence on business decisions
- Succeed in their role and raise legal awareness across their organisation
- Raise the understanding of compliance and its importance
- Become the go-to department for advice when business decisions are being made.

Programme

Developing yourself

- Honest assessment and continuous improvement
- Legal know how
- Behaviour and competencies
- Complementary management skills
- Career development options
- The unwritten rules

Making the most of being in a legal team

- Intelligent information sharing
- Ensuring communication and consistency
- Getting the best out of shared support staff
- Supporting and getting support from colleagues
- Reporting and managing upwards
- Setting expectation

Communication skills

- Verbal and written clarity
- Techniques for distilling complex information
- Executive summaries and elevator pitches
- Self-promotion through effective influencing skills

Managing upwards

- Transparency and accountability
- Delivering solutions to problems
- Reconciling your aspirations with the department's needs
- Getting more from appraisals

Understanding your clients needs to deliver effective legal support

- Knowledge of the business and business acumen
- Concentrating on what matters
- Building relationships while maintaining credibility
- Matrix reporting issues
- Client surveys

Influencing your clients to ensure legal compliance

- How they use you
- How they manage legal risk
- How they follow your recommendations
- Effective positioning and access to key clients

Raising legal awareness across the organisation

- Ensuring management support
- Defining the scope
- Proven techniques to raise Legal's profile
- Measurement and management
- Gaining mutual respect

Final questions

Presenter



Helene Russell

Hélène Russell, founder of The Knowledge Business, is a UK solicitor (non-practising) and specialist in Knowledge, Learning and Innovation. After 8 years in practice, primarily in clinical negligence litigation defence, she has worked as a self-employed knowledge management consultant for 13 years. Hélène specialises in practical tools to improve the efficiency and profitability of real-life law firms.

Hélène has extensive experience in business strategy, project management and teaching leadership skills. She runs a popular 'KM Strategy + coaching' course in UK and has written short form and lengthy strategies for a variety of law firms, as well, of course, as writing her own business's strategy. Hélène has spoken at various events, including Ark's KM Legal, Lexpo-18, for UWE, St Andrew's University, BLS and Allice, and chaired international conferences.

She runs a global online KM training and networking group and is a core committee member organising the annual UK Knowledge Mobilisation Conference and Chair of CILIP's Knowledge and Information Management Special Interest Group. Hélène has an executive MBA with distinction (which included a strategy module), and she is the sole author of two textbooks, contributor to five of Ark's multi-author books and is currently contracted to Facet Publishing to write a handbook on KM Strategy.

Course dates

11 March 27	**Live online** 09:30-17:00 **UK (London)** (UTC+00) *Course code 17049*	GBP **599** ~~699~~ EUR **839** ~~979~~ USD **963** ~~1,119~~ **Until 14 Jan**
30 September 27	**Live online** 09:30-17:00 **UK (London)** (UTC+01) *Course code 17356*	GBP **599** ~~699~~ EUR **839** ~~979~~ USD **963** ~~1,119~~ **Until 05 Aug**

How to book

Online:
ipi.academy/356

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

★★★★☆

Excellent - [speaker] was wonderful and really spent time addressing our organisational/team and individual needs very knowledgeably and with facility.

Kareen Holliday
Senior Legal Counsel
SEFE Marketing & Trading Limited
Jan 27 2025

★★★★★

Highly informative, extremely enjoyable - I thoroughly recommend this webinar and this speaker.

Samantha Verhaeghe
legal director, contracts
Genfit
Jan 29 2024

★★★★☆

The seminar is the whole day but the speaker did a great job always involving the participants & with interactions.

Renata Osnaya-Berlit
Legal Counsel
HDI Global Specialty SE HDI AG
Jul 5 2023

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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