

Workshop - practice development for in-house lawyers

In-house lawyers are under ever increasing pressure to do more with less and to prove their value as professionals embedded in corporations.

To meet the challenges, in-house lawyers require skills not taught in law school, plus some capabilities rarely developed in private practice even at senior levels.

Beyond technical legal skills, in-house lawyers need management training and a repertoire of behaviours to deal with other managers and executives. These include influence and persuasion skills, internal client relationship management skills, and to master the rhetoric of modern management.

During a customised training workshop, Julian Midwinter & Associates challenges participants to embrace behaviours to forge better relationships with internal clients.

The workshop shared proven techniques to:

- increase personal and professional impact
- constructively engage with internal clients
- persuade and influence key managers and executives
- sell ideas more effectively to internal clients and external partners
- increase client satisfaction
- help lawyers carve out a meaningful role in the future of the organisation, rather than being sidelined as narrow technical specialists and expensive overheads
- improve the career bargaining power of in-house lawyers.

In a fast-moving, idea-packed training workshop, we will use real-life examples, case studies, and role play to transfer valuable skills and approaches which can readily be put into practice in the workplace.

Follow-up individual or small group coaching sessions are also useful to ensure skills and attributes are appropriately applied and increase business development effectiveness.

In-house lawyers need to intimately understand the techniques and tools they can use to become a "hot commodity" within their organisation so they can transition from being a necessary evil to a vital and valuable part of the growth and success of the wider business.

To discuss how we can increase the success of your in-house practice, call us on +612 9968 4168 or email julianmidwinter@julianmidwinter.com.au.

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