



From lawyer to legal entrepreneur

Monday 13 October 2014, 09.30 - 17.30

Radisson Royal Hotel, 2/1 Building 1,
Kutuzovsky Prospect, 121248, Moscow

5.5 hours CPD accreditation from the Solicitors Regulation
Authority (England and Wales)

Course overview

For ambitious lawyers about to (or aspiring to) make the transition from technical lawyer to business building lawyer, this programme will help you to:

- Understand the cultural and economic fundamentals of a law firm
- Create and develop client relationships
- Understand and improve the profitability of your team/department and firm
- Think and plan strategically and implement business plans
- Lead, motivate and develop individual lawyers and teams
- Use the skills of mentoring and coaching
- Understand the different styles of different people
- Value the importance of self-awareness and self-development
- Know how the legal world can learn from best practice in other business sectors.

Course outline

The cultural and economic fundamentals of a law firm

- Why are law firms different?
- What does success look like for different perspectives?
- What binds the partners / owners together?

Creating and developing client relationships

- What do clients want from their lawyers?
- The business development staircase – moving people from prospect to customer to client to advocate
- The skills of relationship building and effective networking.

Understanding and improving the profitability of your team/department and firm

- What and who are the drivers of profitability?
- What helps and what hinders making money?

Thinking strategically and implementing business plans

- A strategic mindset versus financial forecasting
- Key elements of strategy – values, process and content
- Strategic tools and techniques
- Business plans – creating and communicating.

Creativity and innovation

- When and why do lawyers need to be creative?
- Generating ideas and turning them into action.

Leading, motivating and developing individual lawyers and teams

- Different styles of leadership
- What motivates people – why is it complicated?
- How people learn in different ways.

Coaching and mentoring

- Developing high performing individuals and teams – moving beyond telling and training
- Key skills for effective coaching
- How do you create a coaching culture?

Self-awareness and self-development

- How people are different and how this affects their behaviour
- Knowing your own style, strengths and weaknesses.

How law firms can learn from best practice in other business sectors

- The value of curiosity
- Who can we learn from?
- How does benchmarking work?

(Including individual and small group practical exercises and feedback)

The Law Society's International Lawyers' Training Programme

The Law Society of England and Wales International Lawyers' Training Programme (ILTP) provides quality CPD accredited courses delivered by leading international trainers to qualified lawyers and other legal professionals from all jurisdictions.

In these interactive sessions you will explore theory and international best practice through practical exercises, case studies and discussion. Courses include corporate, commercial and financial law as experienced in international practice and a range of professional skills vital to the demands of a successful progressive lawyer.



Booking form

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Online

To register for this event online, please go to <http://international.lawsociety.org.uk/international-training>. Select the event you want to attend and click on 'book event' button. We recommend you pay online by credit/debit card to guarantee your place at this event immediately. If you choose to pay by bank transfer, please send your remittance advice and details of your booking to ILTP@lawsociety.org.uk.

By email

To register please complete the form below in CAPITAL LETTERS and return it to ILTP@lawsociety.org.uk

Please note: bookings for this event cannot be taken over the phone.

For further information please contact ILTP@lawsociety.org.uk

Title: _____ First name: _____ Surname: _____

Position: _____

Organisation: _____

Address: _____

_____ Postcode: _____

Tel: _____ Fax: _____

DX: _____ Email: _____

Registration fee

Full price £750.00

International Division member £600.00

To become a member of the International Division please visit: www.lawsociety.org.uk/international

Total payment

Registration fees include refreshments, lunch, all training materials and a certificate of attendance

In accordance with the Russian Tax Code, if you are purchasing this service on behalf of a Russian legal entity or a legal entity registered in Russia, this service shall be subjected to Russian VAT at the rate of 18% and you must settle Russian VAT directly with the Russian tax authorities. Fees indicated above are exclusive of VAT. A payment equivalent to 18% of the total fee shall be remitted directly to the Russian Budget.

NB: Joining instructions will be sent by email two weeks before the event.

Access, dietary or other requirements:

Please advise if you have any additional requirements:

Office Use:

Terms and Conditions

1. The Law Society reserves the right to amend or cancel this event. Should the event be cancelled a full refund of the registration fee will be made. The Law Society can accept no further liability if the event is cancelled, including no liability for any expenses incurred as a result of cancellation.
2. If you have any special dietary requirements you must give us written notice at least 10 working days before the event and a supplement may be payable for special dietary requests.
3. Payment must be received by the events team prior to the event, if the balance is outstanding we will require credit/debit card details at registration from the delegate. If you require an invoice or VAT receipt this must be requested in writing to: events@lawsociety.org.uk
4. No refunds will be given for cancellations that occur at or less than 10 working days from the event date. If you wish to cancel more than 10 working days before the event, you will be refunded the registration fee less an administration charge of 20%. If you cancel your place prior to payment, you are still required to pay either the 20% administration fee or the full costs dependant on the time of cancellation. If you need to remove a delegate from your booking or cancel it completely please contact the Events team for advice using the contact details below. Please be ready to quote your booking ID and date of booking (these items can be found in your booking confirmation email). Please note that the delegate price may vary depending on the membership of the new delegate.
5. You may substitute a colleague without charge, provided you confirm their full name in writing before the day of the event. If you need to change details of your booking please contact the Events team for advice using the contact details below. Please be ready to quote your booking ID and date of booking (these items can be found in your booking confirmation email).
6. The delegate and the firm/organisation are jointly and severally liable for payment of the fees due.
7. The Law Society can accept no liability for any loss suffered by any person acting or refraining from action as a result of the material delivered during or in connection with the event.
8. Acceptance by the Law Society of your booking will give rise to a legally binding contract between us on these terms and conditions.

If you have any questions about these terms and conditions or wish to amend your booking please contact the Events team for advice on +44 (0)20 7316 5700 between 9am and 5pm, Mon to Fri, or email events@lawsociety.org.uk



The Law Society



Booking form

Better business for law firms - creating quality service, greater profitability and better legal skills

Tuesday 14 October 2014, Radisson Royal Hotel, 2/1 Building 1, Moscow

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