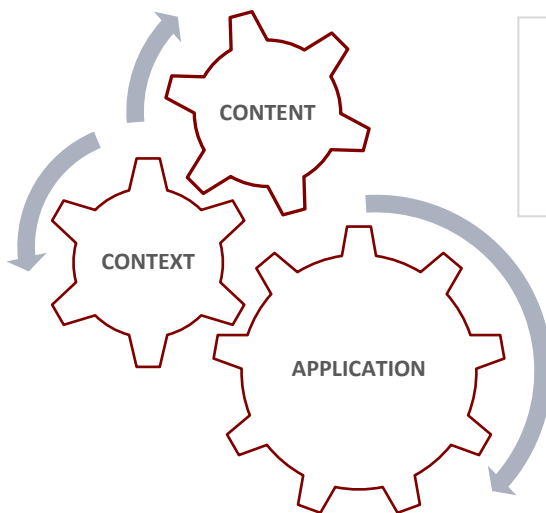


## Learning & Development In Law Firms



Being a successful and valued lawyer in today's market place is more than just having an excellent technical know-how of the law. It about taking that technical knowledge and synthesising it in context of your client's and firm's worlds, and then effecting it's application. We work with law firms to add value to their associate's legal knowledge by enabling them to consistently execute excellent behaviours that their client's need and want



A lawyer has to be able to have the ability **apply** their technical legal **content** expertise in a internal and external **context**.

Having great technical ability, and understanding the context, is only of value if these aspects are **synthesised** into actual **behaviour** and **decisions**

We offer a range of services to Law Firms. Our key differentiating factor is that we aren't just interesting in giving your lawyers a new set of "soft skills" we want to install and enhance true value added behaviours. We elicit these behaviours from you and also partner with research companies to understand first hand your clients real requirements

- Our Training Workshops:**
- Managing Self
  - Working with people and teams
  - Building Client Relationships
  - Managing Projects and Teams
  - Business Development

- Other L&D Services**
- Coaching or Training In-house Mentors
  - Rites of Passage to Partner
  - Transforming Culture
  - Aligning L&D to Culture and Strategy
  - Talent Management



**Changing Behaviour to Realise Potential**