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## Mini mba for lawyers

This four-day inspirational program uses the latest MBA reflections and techniques to focus on the real and challenging issues facing today's internal legal departments. Experienced trainers, from a legal and commercial background, will share their experiences working as in-house lawyers and business managers. They will reference and explore management and leadership methodologies and techniques at the last minute. By attending this intensive course, you'll benefit from their considerable experience and have time to explore new skills and ways of working under their guidance to ensure you're successful in a challenging role. This program also offers a unique networking opportunity to share existing best practices and established industry-wide standards with colleagues from different organizations and countries. The objectives of this course As a result of participating in this program, you will be able to: Interact with business colleagues when strategic choices are made Review the role and strategy of the internal legal function Define and demonstrate the logic and value of the legal department to the rest of the organization Achieve better results by applying project management techniques Mobilize more effective teamwork inside and outside the legal team Participate with greater confidence in discussions involving Financial analysis Resisting cost-cutting pressures by highlighting consistent resource priorities Establish strong working relationships with business colleagues in order to influence behavior and attitudes towards legal issues Manage and lead the high-performance internal legal team Access and improve leadership management techniques in the context of effective change management Pursue the best remuneration options with external law firms and achieve a good relationship Quality-price from their services Examine and understand how successful right leaders have applied strategic attention to achieve results Measure and improve the performance of the legal team through valuable assessment and coaching Who should participate? This course will be particularly useful for: Heads of Legal Departments Directors and Managers of Legal Affairs Senior Corporate Counsel and Consultants CEOs LEGAL DEPARTMENTS Key Members of the Corporate Law Team Private Study Lawyers Seeking to Move to an Internal Role Form 1: Business Strategy and Strategic Planning Your Strategy Your Business Has a Strategy : do you know what it is? Is it taking you where you need to be? Strategy, tactics and choices Definition Semotion of the classical strategy Why do you exist? How to offer for others? Who are you? What performance do you need? What's your message? Top-down vs bottom-up strategies Strategies to win vs success strategies The difference between success and winnings and when to focus on each Create strategies for success Strategic strategic activity systems 2: Develop legal services strategy Build the full picture of the need and demands for legal services Astere appetite and corporate culture Select and sell the right options for providing legal services Internal capacity decisions Exercise providers Cost implications Practical exercise: Project development Module 3: Guide and manage strategy for strategic change, change and people Eight levels of change Compelling strategies to follow for everyone How to experience change-U People change types and change yourself through change Followership through change Leading others through change Integrating actions, beliefs, cultures and processes to enable change The change toolkit Types of change Assessment of the readiness of change The analysis of stakeholders Transferring policy Networking Success stories Module 4: Project management and teamwork The essential elements of project management Key elements for effective project management Overview of basic project management tools Practical practice : Apply the project management approach to work Team roles and composition Set teaming qualities Team leadership conditions Dealing with team tensions and non-performance Practical exercise : Internal legal team development Module 5: Understanding business from a financial perspective History and accounts All the jargon around rules and the like Main statements and what they tell you How to interpret figures to understand business problems Evaluate a business from accounts - EBITDA etc. The future and the need for business processes The quiz in the jargon of the meeting room Consei company: why are they needed and how are they prepared? The use of budgets and management information to control businesses Why cash is king and the need for cash flow forecasts Investing decisions explained: current net values, rates of return, recovery periods Practical exercise: cash flow forecasting, profits and losses and a balance sheet Form 6: Managing a budget and external expenses Managing fees with external law firms Problems with traditional tax arrangements What do law firms want? Understand the cost and cash flow Find ways to make more creative and win-win fee agreements How to encourage greater efficiency - the use of things planning and pricing tools The negotiation of treatment - making it more effective and less stressful Seemingly creative fee arguments that help everyone Make sure there are no unexpected surprises about fees Etter the right engagement letter The practical ways to Scrolling through scope Module 7 : People management and leadership Understanding and promoting motivation and engagement Motivation theory Reduction is easy Neutralize negativity and skepticism Practical exercise: performance management scenarios Emotional intelligence and leadership leadership quality yourself As a leader and a manager Module 8: Influencing and making decisions Analyzing stakeholders Deciding cultural differences Problem-solving tools and processes Structured tools and processes: contributing effectively to decision-making The vision on the other hand Learning from those in-house lawyers who have become business leaders What indications for us do their sense of hindsight? What best prepared them to be candidates for a corporate role? 22-25 Jun 2021 Face to face, (venue not yet confirmed) 22-25 June 2021 Face-to-face (venue not yet confirmed) GBP 2,199.00 EUR 3,079.00 USD 3,430,430.00 Until 10 May 11, 21\* Sign up now to participate face-to-face (venue not yet confirmed) 4 days classroom training Meet speakers and fellow participants in person Lunch and refreshments provided Download documentation and certification of completion Fair transfer and cancellation policy November 23-26, 2021 Face-to-face , (venue not yet confirmed) 23-26 November 2021 Face-to-face (venue not yet confirmed) GBP 2,199.00 EUR 3,079.00 USD 3,430.00 Until 12 October 21\* Sign up now to participate face-to-face (venue not yet confirmed) 4 days of classroom training Meet speakers and fellow participants in person Lunch and refreshments provided Download documentation and certification of completion Fair transfer and cancellation policy Learn more about our face-to-face training and webinar formats. \* Note that the advance booking discount cannot be combined with other offers or promo code 2020 Dates: March 31 - April 2 5-7 May (Los Angeles) - SOLD OUT September 1-3 22-24 November 17-19 REGISTRATION NOW OPEN This two-and-a-half day program introduces the important business skills needed to succeed in today's competitive environment. Explore the business skills that are essential to improve and refine your management knowledge in critical MBA disciplines: accounting, finance, strategy, and organizational behavior. A capstone project at the end of the course will allow you to practice and apply your new skills. In this program, you will improve your ability to understand financial statements; Learn about financial tools to increase value in all or part of a business; Impact a company's strategic decisions and marketing goals; Learn how to effectively manage work relationships; develop methods to minimize the risks of decision-making. Day 1 Day 2 Day 3 8:30-12:30 Business Strategy for Lawyers 8:30-12:00 Corporate Finance 8:30-11:00 Implementing Business Strategies 11:15-12:30 Capstone Custody: Tool Application Lunch 12:00 13:00-13:00 Lunch 13:30-17:00 Financial accounting for lawyers 13:00-15:30 Risk analysis 16:00-18:00 22:00 People Management 2020 Program Date Upfront Rate Early Rate (ACC/Non-Member Members\*) Normal Rate (ACC Members/Non-Members\*) Transition Rate\*\* (ACC Members Only) Registration March 31-April 2 April 31 \$2,495/\$2,880 \$2,695/\$3,080 \$1,400 Register Here May 5-7 Los Angeles - SOLD OUT March 3 \$2,495/\$2,880 \$2,695/\$3,080 \$1,400 Register here June 1-March 3 30 \$2,495/\$2,880 \$2,695/\$3,080 \$1,400 Register here July 22-24 at \$2,495/\$2,880 \$2,695/\$3,080 \$1,40 0 Register here November 17-19, September 13 \$2,495/\$2,880 \$2,695/\$3,080 \$1,400 Register here \*Must be an in-house consultant to participate in. The non-member rate includes a one-year acc subscription. \*\*Transition rate: A special transition rate is available to existing ACC members based on first come, first served. This rate is for members who currently do not work and are actively looking for a new position within the interior. Transition advisors who are not current members of the ACC are not eligible for this fee. Please contact Boston University (exceed@bu.edu) for details. At the time of written cancellation before the deadline (see cancellation policy), a registration credit can be transferred to another program date that is within one calendar year of the original program. A transfer fee of \$200 will apply. Credit cannot be split between programs, and if applied to a lower-cost program, the enrollment difference will be forfeited. Credit can be transferred to an eligible participant in the same organization, but written notification of the transfer must be received by the original buyer for the credit to be valid. Credit can only be transferred between programs once: all subsequent transfers involve a fee of \$500. Group registration: Any company that registers two or more participants will receive a group discount of \$100 on each registration. Registrations must be submitted on the same day to receive the discount. Each participant must register online separately, paying the full amount. Once all registrations are complete, a participant must send an email to Boston University (exceed@bu.edu) the names of those who have registered and a partial refund of \$100 will be processed for each registrant. IMPORTANT NOTE: Payment for a minimum of two entries must be received by 17:00 EST on the same day in order to benefit from the group rate. Retroactive group rates will not be indicated. Faculty of the Program: William Kahn Melvyn Menezes William Samuelson Michael Smith Visit the registration page Unless otherwise stated, all programs take place at the Executive Leadership Center, Questrom School of Business in Boston, MA. Mini MBA for In-house Counsel Boston Location: Executive Leadership Center, Boston University Questrom School of Business, 595 Commonwealth Boston, MA 02215 Los Angeles Location: 5700 Wilshire Blvd., Suite 575, Los Angeles, CA 90036 (on-site parking available) For hotel and travel information, visit the Accommodation page. Payment and cancellation policy \*Mini MBA for In-house Counsel has not been approved for CLE credit from the Texas bar. Bar. Bar.

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