

Managing Partner Programme

The Managing Partner Programme is for groups of Managing Partners who wish to explore issues of common interest and to review and develop their personal leadership style and impact. The content is designed to avoid any need to disclose confidential information.

It comprises seven one-day workshop-style seminars at intervals of 3-5 weeks or 10 x 2-hour online sessions, with one-to-one planning and review meetings prior to seminar 1 and following seminar 7.

Core Topics

<i>Prior to Seminar 1: meeting to plan personal development goals for the programme</i>	
Seminar 1 Being a Managing Partner	<ul style="list-style-type: none">• Responsibilities and challenges of being Managing Partner• Thinking and communicating as a leader• Different styles of leadership and their impact
<i>Implementation of new ideas and insights at work</i>	
Seminar 2 Building the Practice	<ul style="list-style-type: none">• Report Back: exchange of results since Seminar 1• Assessment of current impact on the quality of leadership• Managing the Board and Partner performance
<i>Implementation of new ideas and insights at work</i>	
Seminar 3 Developing Business	<ul style="list-style-type: none">• Report Back: exchange of results since Seminar 2• Leading by example in Client Relationship Management• Engaging Partners and Associates in effective business development
<i>Implementation of new ideas and insights at work</i>	
Seminar 4 Strategy in a Legal Practice	<ul style="list-style-type: none">• Report Back: exchange of results since Seminar 3• Role, relevance and types of strategy• Communicating strategy and obtaining buy-in
<i>Implementation of new ideas and insights at work</i>	
Seminar 5 Sustaining the Practice	<ul style="list-style-type: none">• Report Back: exchange of results since Seminar 4• Developing commercial awareness across the Practice• Developing lawyer roles and career management
<i>Implementation of new ideas and insights at work</i>	
Seminar 6 Managing the Future	<ul style="list-style-type: none">• Report Back: exchange of results since Seminar 5• Managing reputation – personal and collective• Managing internal conflict and instilling operating principles
<i>Implementation of new ideas and insights at work</i>	
Seminar 7 Legacy	<ul style="list-style-type: none">• Report Back: exchange of results since Seminar 6• Managing change and growth in a law firm• Influencing the legal industry
<i>1:1 coaching to review learning and stay on track</i>	