



Presented by
Falconbury

Presentation Skills for Lawyers: Maximising your Impact

18 September 2025

+ 29 January 2026, 12 May 2026

A workshop for lawyers who want to enhance their presentation skills to succeed in their role



Format:
Live online



CPD:
3 hours for your records



Certificate of
completion

Course overview

This indepth, practical and interactive workshop has been specifically designed to help legal professionals overcome presentation challenges and develop the skills needed to maximise their impact. Whether addressing clients, colleagues, regulators or industry forums, delivering clear, engaging, and confident presentations is essential for success.

Presentation skills matter in today's fast-paced business and professional landscape, where effective communication is key. The course explores the specific challenges which lawyers face when presenting. Whether you are delivering a legal presentation, highlighting issues for your team, seeking to engage a regulator or public body, or speaking at an industry conference, this course can help you to maximise your impact.

The expert trainer, a lawyer who draws on over thirty years of experience as a presenter, shares theory, tools and real-world examples, to help you understand your audience, refine your delivery, structure your content, and engage effectively.

Benefits of attending

By attending this workshop-style course you will:

- **Get to grips** with a practical methodology for addressing specific challenges of presenting on legal topics
- **Learn** practical tips and techniques for designing content and delivering key messages
- **Explore** the use of reusable checklists and tools to assist with preparation and follow-up
- **Understand** techniques for an engaging delivery 'on the day'
- **Examine** tools for delivering so-called 'hybrid' and 'virtual' presentations
- **Understand** how to build continual improvement into your presenting capability
- **Learn** lessons from TED Talks

Who should attend?

This programme has been specifically designed for all those in the legal profession who would like to improve their performance through enhanced presentation skills, including:

- In-house lawyers
- Private practice lawyers
- Legal professionals
- Heads of legal departments
- Legal directors and managers
- Senior corporate counsel and advisers

Programme

Introduction

- Overview of goals
- Roundtable discussion

Distinctive challenges for lawyers

- The age-old challenge of having too much to cover
- Livening up dry materials while maintaining authority
- Dealing with tough and even critical questions
- Balancing spontaneity and story-telling with rigour and authority

Taking an audience-centric approach

- Learning about audience needs in advance
- Understanding their environment
- Ensuring you understand risk areas and sensitivities
- Thinking about take-aways, before you deliver

Effective techniques for engagement

- Designing your structure, flow and key messages
- Techniques for opening up topics
- Effective story-telling
- Outlining new laws and regulations – tips and pitfalls
- Interaction and online tools

Tools to help you excel

- Checklists for face-to-face and online seminars
- IT set-up checklist and healthcheck

Practical exercises

Building in continual improvement / insights from TED

- How to ensure you continually improve
- Coaching and mentoring with colleagues
- Where to find the best sources of guidance
- The gift of TED

Summary and final questions

Presenter



Andrew White

Andrew White is a solicitor and founder of consultancy **E4**. He was a partner at Bird & Bird for twenty years, having previously worked at Allen & Overy, Ashurst and Herbert Smith Freehills. Andrew is an Associate fellow of the Said Business School at the University of Oxford. At Bird & Bird he created and led the firm's contract education seminar programme for clients, delivering over 900 client events of all types, to highly positive client acclaim, as well as mentoring many colleagues and clients. His project received a commendation from the FT in its Innovative Lawyer Awards based on positive client feedback. Andrew has turned his experience as a presenter into a service to enable and empower others.

"Very sensible tips for a confident, structured and clear presentation..."

"Extremely interesting and useful in our day-to-day work as lawyers..."

Course dates

18 September 2025

Live online

13:30-17:00 **UK (London)** (UTC+01)

Course code 16653

GBP **350** ~~400~~

EUR **490** ~~560~~

USD **562** ~~640~~

Until 14 Aug

29 January 2026

Live online

13:30-17:00 **UK (London)** (UTC+00)

Course code 16654

GBP **350** ~~400~~

EUR **490** ~~560~~

USD **562** ~~640~~

Until 25 Dec

12 May 2026

Live online

13:30-17:00 **UK (London)** (UTC+01)

Course code 16655

GBP **350** ~~400~~

EUR **490** ~~560~~

USD **562** ~~640~~

Until 07 Apr

How to book



Online:

ipi.academy/3209

Alternatively contact us to book, or if you have any queries:



Email:

info@ipiacademy.com



Phone:

[+44 \(0\)20 7749 4749](tel:+442077494749)

Discounts

- Booking more than one delegate on any one date qualifies for a **30% discount** on the second and subsequent places.
- Most events qualify for an **early booking discount** prior to 6 weeks before the course date. Be sure to check on our website, where the latest discounts will be shown.

Further information

Fee

The fee includes all meals and refreshments for the duration of the course (for venue-based courses) and a complete set of course materials (provided electronically). If you have any particular requirements, please advise customer services when booking.

Please note

IPI Academy (and our training partners) reserve the right to change the content and timing of the programme, the speakers, the date and venue due to reasons beyond their control. In the unlikely event that the course is cancelled, we will refund the registration fee and disclaim any further liability.

Terms and conditions

The rest of our terms, the event cancellation policy and the terms and conditions are on our website, please visit ipi.academy/content/terms-and-conditions

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With over 600 trainers, all practitioners and experts across a huge range of fields, we can provide the training you need, where you need it, when you need it, and at a price which suits your budget. Our approach to tailored learning and development consists of designing and delivering the appropriate solution for each client.

For your FREE consultation and to find out more about how we can work with you to solve your training needs, please contact our training advisers:



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IPI
Academy

IPI Academy is a training initiative of Falconbury and Management Forum; leading providers of industry training for over 30 years, based in the UK.

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