IPI Academy

falconbury

Presented by
Falconbury

Practical Leadership and Management Skills for Lawyers

4-6 November
+ 17-19 May 27, 3-5 November 27

Practical leadership and management training for lawyers, building influence, team leadership, stakeholder management and strategic thinking, helping legal professionals transition from technical experts to confident, credible leaders within complex organisations.

Format:
Live online

CPD:
18 hours for your records

Certificate of completion

Course overview

Legal expertise alone is no longer sufficient for career progression in the legal world. Whether in private practice or an in-house environment, lawyers are increasingly expected to lead teams, influence stakeholders, manage performance, shape strategy and build trust across complex organisations.

Yet most lawyers are promoted into leadership roles with little formal training in how to lead or manage people.

This three-day intensive training course is specifically designed for lawyers and senior legal professionals who want to strengthen their leadership capability in a way that reflects the realities of legal practice: high intellectual standards, demanding clients, regulatory risk, cultural complexity and commercial pressure.

Drawing on leadership research, executive education frameworks and practical experience delivering programmes to global organisations and leading universities, this course bridges the gap between technical legal excellence and leadership effectiveness.

Key topics include:

- The difference between leadership and management in a legal context
- The transition from technical expert to trusted leader
- Building credibility and influence without formal authority
- Motivating and developing high-performing legal teams
- Managing upwards, across partnerships and within matrix organisations
- Aligning legal strategy with organisational priorities.

The training course integrates proven leadership models - including organisational diagnostic tools, stakeholder analysis and strategic frameworks - and applies them directly to the professional services and corporate legal environment.

Participants will leave with a structured leadership development plan and practical tools they can implement immediately.

The expert trainer combines structured theory with practical application through:

- Legal-specific case studies
- Interactive group exercises
- Individual and group reflection
- Organisational diagnostic tools
- Role-play of difficult conversations
- Leadership objective setting

The focus throughout this course is on practical implementation in legal environments, rather than abstract leadership theory.

Benefits of attending

By attending this training course, you will:

- **Strengthen** your ability to transition from legal technician to confident leader
- **Develop** practical tools to manage and motivate legal teams effectively
- **Improve** your influence with senior stakeholders, boards and clients
- **Enhance** your communication impact in high-stakes conversations
- **Learn** structured models for delegation, feedback and performance management
- **Increase** your credibility and executive presence
- **Build** a strategic mindset aligned with business and organisational priorities
- **Gain** frameworks to manage upwards and across complex governance structures
- **Create** a personalised leadership development roadmap
- **Apply** leadership models directly to the legal and regulatory environment

Who should attend?

This training course has been designed specifically for lawyers and legal professionals, including:

- In-house lawyers
- General counsel
- Deputy / Associate general counsel
- Heads of legal
- Senior legal counsel
- Legal operations managers
- Compliance leaders with legal oversight
- Private practice lawyers
- Law firm partners
- Senior associates preparing for partnership
- Practice group leaders
- Managing associates
- Professional support lawyers with team responsibility

It is particularly valuable for:

- Lawyers newly promoted into management roles
- Senior lawyers seeking to strengthen their leadership impact
- Technical experts transitioning into broader strategic positions
- Legal professionals managing teams across jurisdictions

Programme

Day 1

Learning to lead

- Introductions
- Expectations
- Your agenda and vision

The leadership transition

- Myths of leadership in law
- Moving from being a technical expert to leader
- Types of leader
- Leadership versus management in legal teams
- The 10-point framework for becoming an effective legal leader
- Identifying opportunities to learn leadership skills

Module 1: Managing yourself as a legal professional

Strategic awareness

- Diagnosing your organisation - PRESTEL framework
- Assessing your external environment - Porter's 5 Forces applied to legal practice
- Aligning legal function priorities with business strategy

Developing personal leadership confidence

- Self reflection
- Building trust and engagement
- Imposter syndrome and professional confidence
- Emotional intelligence in legal settings
- Assertiveness without aggression
- Listening skills and building trust
- Impact – radiating energy

Communicating with authority and influence

- Influencing model
- Language, persuasion and presence – radiating energy
- Non-verbal behaviour
- Organising complex messages for impact
- Building trust with clients, boards and internal stakeholders

Journaling exercise

A practical session to reflect on the key concepts discussed, assess your own leadership style and identify areas for personal development. These reflections will form the foundation of a practical, personalised leadership action plan, ensuring delegates leave with clear objectives and tangible steps to strengthen their effectiveness as leaders and managers.

Day 2

Getting things done

- Multi tasking
- Time management
- Impactful presentations

Module 2: Leading high-performing legal teams

Understanding legal team dynamics

- Team *vs* work group dynamics
- Phases of team development
- The 5 dysfunctions of a team to be aware of
- Motivation in high-pressure legal roles
- Managing conflict and differing conflict styles

Leading performance in legal teams

- Delegation in risk-sensitive environments
- Feedback, praise and performance conversations
- Situational leadership

Addressing and resolving conflict

- Decision-making
- Credibility
- Resolving conflict - understanding your conflict style

Leading virtual and cross-cultural teams

- The challenges of leading virtual and remote teams
- Team culture
- Team charter

Journaling exercise

Day 3

Module 3: Influencing and leading within the organisation

Influence and stakeholder management for lawyers

- Leading your boss and managing upwards
- Influencing peers and senior partners
- Stakeholder mapping and engagement
- The lawyer as leader and coach
- Vision

Leading difficult conversations and managing competing priorities

- Handling necessary and difficult conversations
- Organisational level conversations
- Cross-cultural leadership
- Dilemma reconciliation – navigating clashing priorities

Establishing your brand

- Networking
- Strategy
- Vision
- Credibility

Leading within the organisation

- SMARTQ objectives
- Performance alignment
- Leading in virtual and hybrid environments

Final journaling exercise

This concluding practical session will bring together the insights and learning from throughout the course. Delegates will review their leadership strengths, identify priority areas for development and consolidate their reflections ready to create a personalised leadership action plan.

Your personal action plan to achieve your full potential

Create your practical, personalised action plan so you leave with clear objectives and tangible steps to strengthen your effectiveness as leaders and managers.

Presenter

Arun Singh

Arun Singh (Prof) OBE, FRSA is an international lawyer and consultant to an international law firm. He was formerly a partner and head of commercial law at KPMG Legal and partner at Masons (now Pinsent Masons).

Arun has advised on disputes and collaborations in a wide range of jurisdictions including Europe, countries in West and East Africa, India, Bangladesh, China, Hong Kong, Saudi Arabia, UAE, Qatar, Pakistan, Libya, Jordan, Syria, the US, Caribbean, Russia, Israel, Lebanon, Egypt, Thailand and Singapore. Arun is cited and ranked in the Chambers Guide to the world's leading lawyers. He concentrates on international investment, joint ventures, licensing of technology, research and development, M&A, energy, outsourcing and corporate governance in developed and emerging markets; he also handles international legal risk management matters. Arun advises a range of international organisations and is a visiting professor in International Business, Leadership and Negotiations at Salford University Business School, senior associate at Oxford University's Institute of Legal Practice and teaches international leadership and negotiations at the University of Cambridge. He has facilitated programmes in Europe, Asia, the Middle East and the US.

He is a recognised corporate educator and a non-executive director of two international investment companies – one of which is listed on the London Stock Exchange, chairing the Audit Committee and Investment Committee.

He was appointed an OBE by HM the Queen in January 1999 for services to international trade, investment and intercultural management. Arun is an editor and contributor to a number of publications including Business and Contract Law (a Thorogood Special Report) and How to Lead Smart People – Leadership for Professionals (Profile Books) (recommended reading in the big four corporate advisory firms and basis for the popular international Coursera MOOC, University of London course 'Stepping Up: Leading Others'). He is also a facilitator for company programmes and an experienced speaker at international corporate conferences.

Course dates

4-6 November	**Live online** 09:00-17:00 **UK (London)** (UTC+00) *Course code 17633*	GBP **1,599** EUR **2,239** USD **2,559**
17-19 May 27	**Live online** 09:00-17:00 **UK (London)** (UTC+01) *Course code 17634*	GBP **1,299** ~~1,599~~ EUR **1,819** ~~2,239~~ USD **2,091** ~~2,559~~ **Until 22 Mar**
3-5 November 27	**Live online** 09:00-17:00 **UK (London)** (UTC+00) *Course code 17635*	GBP **1,299** ~~1,599~~ EUR **1,819** ~~2,239~~ USD **2,091** ~~2,559~~ **Until 08 Sep**

How to book

Online:
ipi.academy/3372

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

Email:
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+44 (0)20 7749 4749

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 the 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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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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