

Management Course Stage 2

Synopsis

Does being a good lawyer make you a good manager...?

A course designed exclusively for solicitors who want to develop their management skills.

Duration

6 hours

Format

The course uses quizzes, exercises and case studies to ensure the training is interactive and engaging.

Delegates

All solicitors interested in contributing more effectively to the management of their firm
Maximum 20 per course

Outcomes

As a result of attending the course, you will be able to:

- demonstrate a more in depth understanding of law firm finances;
- use appropriate financial and non-financial targets to manage and motivate;
- develop an approach to billing that works for you and your clients;
- use project management techniques to manage transactions;
- handle complaints more effectively;
- develop a flexible approach to supervision and management of staff;
- understand what motivates people and how their motivation changes over time; and
- consider the impact on your firm of future changes to the legal services market.

Content

The course expands on the key topics covered by Management Course Stage 1:

- Managing finance
- Managing client relations
- Managing people

We will be happy to discuss bespoke content if there are specific topics that you would like to cover.

The course also includes

- a refresher on key sections of the 2011 Code of Conduct
- a detailed look at Chapter 7 Managing Your Business