



Certificate in Strategic Leadership for the In-house Lawyer

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| Start date | 17 January 2020 |
| Delivery method | Blended learning onsite & online lectures and workshops on Fridays |
| Assessment | 2,500-word written assignment and oral presentation |
| Fee | €1,550 |

Programme objectives

On completion of this training programme, participants will be well-placed to:

- Develop or enhance their influence as a leader within their parent organisation,
- Effectively communicate the strategic purpose and value of the in-house function,
- Identify and exploit opportunities for innovation, development, and growth,
- Overcome typical budgetary constraints through financial business modelling,
- Develop collaboration between legal and the parent organisation's core functions,
- Present and implement a strategic plan that delivers on all of these outcomes.

This certificate has been designed for in-house counsel in both commercial and public sector organisations who wish to contribute to the growth and direction of their organisation through the development of their own in-house practice. Along with addressing the needs of in-house counsel who advise as part of an in-house legal team, we have taken into account in the design of the course that many inhouse counsel today may in fact be the sole legal adviser within the organisation.

The phenomenal growth in in-house legal service provision demonstrates the value in having legal services managed in-house. As in-house lawyers increasingly become 'trusted advisors' for their organisations, the need to be able to communicate and operate effectively within a non-traditional legal environment is essential.

Developing the in-house function and the delivery of legal services that meet the needs of the organisation requires an understanding of how the organisation itself works: collaborating and managing the intricacies of the organisation's structure and identifying where development of in-house legal services requires innovative solutions – how well equipped are in-house lawyers to identify, promote, and communicate these solutions to the organisation?

This course harnesses participants' commercial awareness and focuses on developing the capability to identify opportunities for expansion and innovation, along with the know-how to take advantage.

- The certificate essentially focuses on the 'business of doing legal business' and takes a practical approach: during the course, you will work on a plan of action to enable you and your in-house practice to increase your foothold within the organisation, to improve service delivery in an existing practice area, or to diversify into a new one.
- Deploying validated legal, commercial, and strategic nous to address the challenges faced by modern organisations whether professional firms, commercial entities, not-

for profit, or public sector organisations, you will develop and present a plan of action that is coherent and complements your in-house practice's existing expertise – without requiring significant investment in resources. Your organisation is also free to contribute to the plan, as it is designed for practical implementation.

Programme structure and approach to learning

The programme is based on the module scheme, covering key themes as listed below:

Module 1: Awareness

- Identifying trends and niches in the commercial and professional environment
- Investigating how your department creates value for the parent organisation
- Developing your department's identity and purpose, as trusted advisors.

Module 2: Know-how

- Identifying opportunities to expand the role and influence of the legal department
- Harnessing financial metrics to develop the business case for improvement ideas
- Developing collaborative relationships with the organisation's core functions

Module 3: Delivery

- Communicating your ideas to the organisation's key players and influencers
- Developing initiatives that turn ideas into a strategic plan
- Pitching and presenting the key message and rationale for the plan

How will I benefit from this programme? You will:

- Develop a keener appreciation of your organisation's perspectives and challenges,
- Understand how to maximise the mutual benefit of the organisation/trusted advisor relationship,
- Develop the ability to promote the value that you and your team add to the organisation,
- Become an active influence on the direction and success of your organisation,
- Enhance your managerial acumen and ability to deliver and implement a strategic plan.

Who should attend?

Established in-house counsel in both commercial and public sector organisations interested in leveraging their expertise and role as trusted advisors, raising their profile and value within the organisation, and expanding the influence exercised by the in-house function.

Faculty

Lecturers and contributors are drawn from experienced legal and commercial practitioners, as well as experts on strategy and business development and include.

- Lead tutor: Michael Nicell, Solicitor and Programme Leader in Strategy, Management and Organisational Behaviour at Griffith College,
- Linda Ni Chualladh, Head of Privacy (Legal) EMEA and Assistant General Counsel, Citi and lecturer at the EUI Florence, Law Society, UCD, TCD,
- Justin Keogan, Consultant, Programme Leader and MSc Coordinator at Griffith College and lecturer on Policy Evaluation at the Institute of Public Administration,
- Alan Lynch, Financial Analyst and Head of Content ACCA at LearnSignal,
- David Hodnett, Deputy Commissioner and General Counsel, Commission for Aviation Regulation,

- Deirdre Ní Fhloinn BL, Former Principal Solicitor, London Underground and Lecturer in Construction Law, Contract Administration and Dispute Resolution, at TCD and King's College, London,
- Ursula Earley, *General Counsel*, Inver Energy Limited,
- Lubna Gem Arielle, Trainer, Facilitator and Executive Coach. Former in-house counsel at PricewaterhouseCoopers and Head of Legal at UK Arts Centre, Rich Mix.

For further information please contact Dr Freda Grealy, Head of Diploma Centre by emailing: f.grealy@lawsociety.ie or telephone: 01 6724946.