



Business Partnering for Lawyers

Ensure that you have the winning edge with training from BPP Professional Development

Lawyers are under ever increasing pressure to provide exceptional value to their clients and organisations. Fast paced, highly competitive environments, technological advances and disruptive thinking introduce new challenges that lawyers are expected to rise to. It is no longer sufficient to be technically proficient - whether you're practicing in a law firm or an in-house legal department, to excel you must be an all-round business adviser.

Lawyers who are effective business partners have influence at a strategic level. They are brought into commercial decisions earlier, so have greater influence in drafting contracts, representation and advising on negotiations. Therefore developing your commercial skills, as well as improving collaboration, challenging and negotiation skills, makes commercial and strategic sense.

We can help, locally or globally

BPP have developed a range of programmes that can help legal professionals become true Business Partners. Individuals can choose to attend public courses or online modules to use at their convenience. However, if there are six or more people in your organisation who would like to develop their skills in this area, please contact us to discuss requirements and ideas for in-house training as this is usually the most cost-effective route. In-house programmes can be tailored and delivered face-to-face, or through our live online live platform, or through a blend of different delivery methods.

For more information, to discuss requirements and ideas, or to book a training course for your staff, please contact our Corporate Business Team on **0330 0 603333** or at corporatebusinessteam@bpp.com



BPP
PROFESSIONAL
DEVELOPMENT

Related courses

In-centre courses			
Course title	Description	CPD points	SRA Competency
Business Partnering Skills for Lawyers	This interactive course provides a detailed guide to business partnering best practice through examples, case studies and contemporary insights. The course is designed to help law firm professionals and in-house lawyers understand and overcome the barriers to business partnering and to learn how to implement a successful business partnering programme.	6	A, C, D
How to Win New Business and Develop Relationships	This programme will provide delegates with the skills to recognise opportunities to develop their network of contacts and new business prospects. It will provide the skills set to approach new contacts and promote their services using practical tools, models and examples of best practice.	6	C, D
Influencing Skills	This course gives participants tools, strategies and confidence in how to influence and inspire others in the workplace, whether it's their team, their colleagues, their customers or any stakeholders.	6	A, C
Managing the Client Relationship	In any organisation managing the relationship with both new and existing clients is essential. In a sound business relationship, trust and confidence lead to significant business impact. Without it potential revenue could be lost. This course focuses on building and maintaining effective client relationships and includes case study exercises and an action plan.	6	C, D
How to Create and Develop Your Personal Professional Brand	This programme will benefit those who wish to create and develop a compelling personal professional brand in order to stand out from their competitors. Delegates will be guided through examples, exercises and case studies with the object of building their own personal brand blueprint. Delegates will be left with their own personal branding action plan that they can implement immediately.	6	C, D
Practical Networking	This practical course is invaluable for anyone who wishes to grow their network and build relationships. Building a reputation from the earliest stages in your career through networking will provide you with a profile and resources for future use. The course will take you through some of the steps and activities to help you to become a consummate networker, and make a real difference to your personal reputation and your business.	6	C
Negotiation Mastery - Two Day Workshop	This two-day course is designed for all professionals who are looking to move beyond the basics of negotiation and take their skills to the next level. There will be plenty of opportunities for each delegate to practice real life negotiations, with feedback and coaching.	12	B, C
Management Course Stage 1	This course will be of benefit to all lawyers starting out on their career path and will provide a thorough grounding in the commercial and managerial aspects of a legal practice. This highly interactive workshop will inspire delegates to take a real interest in business and management and go on to contribute to the financial and leadership success of their firm. Alternative course also available specifically to meet in-house lawyer requirements.	6	C, D

BPP Professional Development In-Centre courses - benefit from central London locations in excellent venues, quality lunch (full day courses only) and refreshments. For available courses, please visit our website <https://bppprofessionaldevelopment.com/law/>

Online courses			
Course title	Description	CPD points	SRA Competency
A leaders guide to mastering influence	Professionals today are called upon to demonstrate their ability to be skilful and flexible, irrespective of their position, in how they influence others. During this one hour course, you will gain valuable insights into their strengths as well as development areas to become a consummate influencer.	1	A, C
Implementing strategy	Empirical evidence suggests that for many organisations strategies often fail to achieve the desired outcomes that an organisation seeks. Much of this can be attributed to the implementation of strategic initiatives and this course looks to address some common pitfalls.	1.5	C, D
Smarter thinking, smarter working	This course will benefit professionals wanting to know how to use both halves of their brain to get more from it, think both logically and strategically, and keep one step ahead of colleagues.	1	D
Negotiation mastery	Negotiation is at the heart of many professional interactions. The key to profitable and sustainable business relationships is the ability to achieve win-win solutions that satisfy all parties at the table. This course looks at achieving sustainable negotiated agreements that satisfy all parties at the table, using powerful tools to deal with the most complex of multi-party negotiations.	1	B, C
4 course pack	Business partnering for lawyers. All of the above online courses in one pack.	4.5	A, B, C, D

BPP Professional Development Online courses - study at your convenience, access for 12 months from purchase date. For available courses, please visit our website <https://store.bpp.com/>