Future Legal Leaders
Training Programme 2019
The changing lawyer

Succeeding as an in-house lawyer is increasingly about more than just your legal talent. In continuation of our most successful series last year – The Balanced Lawyer – attended by over 2,000 in-house lawyers, we have listened to your feedback and are pleased to offer you a new range of WIN training courses to help you move up the career ladder in-house.

The looming impact of Brexit, economic and regulatory changes, rapid developments in the legal market, the increasing volume and complexity of workload for legal teams, and constant digital disruption is changing how in-house lawyers work, and how they see themselves and their position in the organisation. With a shift in headcounts, budgets and responsibilities, how has being an in-house lawyer changed and how are you managing the evolving requirements of your job? Our 2019 agenda offers practical guidance and support, in the way you work, interact and react day to day in these turbulent times.

This year we’re introducing new courses which will teach you how to cope with change, implement effective work habits and how to manage potentially difficult conversations. We know that working as an in-house lawyer can involve keeping many plates spinning at the same time; and prioritizing the important stuff isn’t always easy.

By taking a holistic approach to working in-house, you will be provided with an opportunity to explore the emotional side of professional life. You will look into how your emotional intelligence and self-awareness affect your working relationships and how you can boost your confidence to optimise communication. We will help you enhance your personal brand, add innovation to your service delivery, and breathe new life into your presentations to give you the edge.

WIN’s award-winning Future Legal Leaders Programme provides you with knowledge, support and networking, whether you’re just starting out in-house or looking to refresh existing skills. With something for everyone, we hope you can join us in 2019 as we help you to become the changing lawyer.

Webinars in 2019

Please note for those unable to physically attend our interactive London seminars, we will be making these topics available in webinar format, accessible from the convenience of your desk or smartphone device. Some of our webinars will be offered live throughout 2019, with an opportunity for you to ask questions or respond to polls. To be kept up-to-date and access our WIN On Demand webinar programme, you need to be a registered user of WIN. Further details to follow.

Registered Users of our WIN programme will receive regular invitations for the 2019 Future Legal Leaders series. Spaces are strictly limited, so please visit our website to sign up (www.dlapiperwin.com). Due to the popularity of our training programme, no-shows at our events will be removed from future mailings. If you have any queries, please email us at win@dlapiper.com.

Please note that all of our workshops will take place in our London office. Webinars are open to all International WIN members.
# Programme overview

Please find the titles of our 2019 courses below. For event specific information, please register.

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
<th>Duration</th>
<th>Facilitator</th>
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<tbody>
<tr>
<td><strong>Friday 29 March 2019</strong></td>
<td>AM &amp; PM workshops available (3 hour duration)</td>
<td></td>
<td>James Bannerman</td>
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<tr>
<td><strong>Wednesday 29 May 2019</strong></td>
<td>Breakfast Briefing (2 hours), followed by optional</td>
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<td>Anne-Marie L’Estrange</td>
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<td></td>
<td>facilitated coaching with trainer (1 hour)</td>
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<tr>
<td><strong>Wednesday 25 September 2019</strong></td>
<td>Breakfast Briefing (2 hours), followed by optional</td>
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<td>Olivia Stoddart</td>
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<tr>
<td></td>
<td>facilitated coaching with trainer (1 hour)</td>
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<tr>
<td><strong>Wednesday 13 November 2019</strong></td>
<td>Breakfast Briefing (2 hours), followed by optional</td>
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<td>Luan de Burgh</td>
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<tr>
<td></td>
<td>facilitated coaching with trainer (1 hour)</td>
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<tr>
<td><strong>Tuesday 10 December 2019</strong></td>
<td>This workshop will be by invitation only with limited</td>
<td></td>
<td>Rupert Vernalls</td>
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<td></td>
<td>places available due to the nature of the content</td>
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Adaptable Intelligence
In modern business, leading in-house lawyers need to be able to adapt and react, as and when it matters most. This innovative and interactive session will help you sharpen your Adaptable Intelligence (AI) skills so you can become more creatively agile, emotionally resilient and strategically self-aware. You will have the opportunity to revisit core emotional intelligence competencies and three themes within AI, ‘creative agility’, such as ‘creative agility’ and how to use creative thinking techniques to help you stand out from the crowd, ‘emotional resilience’ and the understanding of how to manage workplace stress and ‘strategic self-awareness’ where you will gain an understanding on how to manage your personal branding to make the best impression.

YOUR TRAINER - JAMES BANNERMAN
James Bannerman is a Creative Change Agent who combines creativity with psychology to help businesses innovate. In this capacity, he has worked with multiple companies around the world – from Aston Martin to British Airways, and Disney to SingTel – inspiring leaders, managers and teams to think differently in order to perform more effectively in a rapidly-changing world. James also lectures on the MBA programmes at several leading business schools and is the author of 2 best-selling books: Genius! and Business Genius!

Personal Branding and Stakeholder Management
How can you stand out and be purposeful about the image you present? How can you influence external and internal stakeholders and maximise your impact during short interactions? During this workshop you will review your own personal brand and the importance of what you project, you will learn what the key elements of a distinctive brand are and also how you can maximise the impact you have on stakeholders within a work context. Throughout the session you will complete a personal insights workbook so you can take away these lessons and apply them to your everyday life.

YOUR TRAINER - ANNE-MARIE L’ESTRANGE, OAK CONSULTANTS
Anne-Marie has worked in professional learning and development for over 20 years. As a former corporate finance lawyer, she became the Global Head of L&D at Freshfields Bruckhaus Deringer, pioneering the use of one-to-one coaching as an integral part of development programmes. Anne-Marie now runs her own coaching consultancy working with professional organisations internationally.
Power up your Productivity

Understanding how to maximise productivity means you can work effectively, even under intense pressure. Good time-management results in increased productivity and directly affects the whole organisations. At the heart of productivity management is an important shift in focus: concentrate on results, not on being busy. People who use these techniques routinely are the highest achievers, whereas many people spend their days in a frenzy of activity but achieve very little.

You can't change time. You can only change how you use it. During this session you will receive a practical toolkit which will support you in learning the right skills to be able to shift your focus, explore the factors that drive you to prioritise tasks and differentiate between the urgent and important. You will understand how to take control of your tasks, your attention to them and your time, and be able to use practical tools to overcome procrastination.

YOUR TRAINER - OLIVIA STODDART - IMPRESSIONS EXECUTIVE TRAINING

Olivia began her career in radio journalism for the BBC before spending 8 years practicing law at a magic circle firm. More recently Olivia was the head of international training for another global law firm, developing the talent and potential of lawyers and other professionals through practical and dynamic workshops and coaching.

Twenty years in the industry, Olivia is now a freelance training consultant and business coach, specialising in principled negotiation, legal drafting, business development, presence and impact training for professionals in a variety of industry sectors. Her personal training style is high energy, high impact and interactive, aiming to deliver key knowledge and practical skills in the most relevant, time efficient, entertaining and memorable way.

Charismatic and Confident Communication – a look at the role of language in adapting your style to communicate effectively

Which are the right words to use in every situation? Are there words and phrases that resonate better with some people than others? What role does language have in confident communication? In this seminar we will explore which words land well with different personality types and which don't. We will also look at how to use confident language succinctly and effectively in situations where you need to influence, inspire and persuade; how to use persuasive language and how to deliver messages with impact.

YOUR TRAINER - LUAN DE BURGH, THE DE BURGH GROUP

Luan has worked for more than a decade in business helping clients communicate effectively and with confidence. Prior to speaking and training in the corporate world, and in particular the law, Luan worked in UK politics helping Members of Parliament deliver speeches with impact.

Luan has an MA in Voice and Speech from the University of London (CSSD), where he subsequently lectured, as well as at the Royal Academy of Dramatic Art. He specialises in public speaking, presentation, personal impact, building business relationships and communication.

He has spoken to thousands all over the world and often comments in the media.
MBA in a Day
This legally focused, award winning, bite-sized MBA course helps lawyers quickly understand any client's business, industry and market. Run by a former lawyer (both private practice and in-house), this course introduces lawyers to seven, easy-to-follow steps which have been derived from the key methodologies taught on MBA courses by the world's leading business schools.

YOUR TRAINER - RUPERT VERNALLS, STRATOLOGY
As a former lawyer who headed up Osborne Clarke’s commercial law practice in Silicon Valley, Rupert has also worked as in-house IP counsel for Vodafone, lectured at the US Department of Commerce, worked with Harvard Business Online and has also been a Module Advisor on the Bath MBA. Rupert has collaborated with leading lawyers and eminent academics to develop this ground breaking, bite-sized MBA course.

Tuesday 10 December 2019
This workshop will be by invitation only with limited places available due to the nature of the content.
WIN: On Demand

We understand the increasing time pressure on in-house lawyers, which is why our WIN: On Demand series will provide you with webinar and event recordings at the click of a button, allowing you to access training and topical discussions from the comfort of your own desk or mobile device.

WIN registered users can access our full library of over 20 webinars, so make sure you’re part of our community by registering at www.dlapiperwin.com/register.

Our webinars are brought to you from a whole host of professionals including doctors, ex-barristers, psychologists, military negotiators, Learning & development specialists, voice coaches, dieticians and diversity experts, to name a few! Below are some of our favorite webinars, to give you an idea of what you can expect.

UNLEASHING THE DIVERSITY OF HUMAN POTENTIAL - Stephanie Haladner (Women’s WIN webinar)

For women in leadership positions, navigating the workplace can be tricky. Coupled with a hyper-competitive economy, women are often faced with assumptions and expectations of how they should fit in and behave. Research confirms a double bind; that when stereotypes are challenged, and women demand higher pay, credit or fail to collaborate, they are often judged as unpleasant.

Equally challenging is imposter syndrome and perfectionism, causing some high-achieving women to struggle with an internal monologue of self-doubt, attributing success to external factors while internalising failure. Despite wanting senior leadership positions, by failing to internalise their accomplishments or by constantly seeking the approval of others, they may unintentionally sabotage their own career advancement.

DIGITAL WELLBEING - Neil Seligman, The Conscious Professional

What to do when your smartphone has been designed to make you addicted, the internet has been optimised to sell to you, and your email inbox is forever overflowing? In this illuminating webinar you will learn why our world is now driven by addictive technologies and how you can take back control of your digital life by learning the practical skills of Digital Wellbeing. This workshop is an eye-opener that will leave you inspired to make some simple but powerful changes.

PRESENTATION LESSONS FROM POLITICS - Gavin Brown, Speak With Impact

Gavin Brown served for almost a decade as a Member of the Scottish Parliament. In that time he personally prepared and delivered several thousand speeches, including high-profile debates in a packed Chamber, live TV, live radio, keynote talks, large public meetings and boardroom speeches. This webinar will explore strategies, tips and shortcuts on effective presentations with immediate practical application. It has been adapted and shaped to provide a particular focus for in-house lawyers.

FUELLING YOUR SUCCESS - Laura Clarke, The Conscious Professional

Long and busy days mean we can end up eating the majority of our meals during working hours. The nutritional value of those meals has a bigger impact than you would think on your mental resilience, wellbeing and performance in the workplace. In this webinar we explore the right nutritional choices for you in order to combat stress, improve sleep and put yourself in a positive mood.

TEN TIPS TO INFLUENCE IN THE WORKPLACE - Kyle Hughes, Applied Influence Group

Influence is at the core of performance and success, defined by the ability to alter behaviour, thoughts and feelings. As an in-house lawyer, the ability to effectively influence is vital. Using techniques developed in high-stakes military intelligence operations, you will be introduced to ten top tips on negotiating effectively in the workplace.

HAPPINESS - A FUEL FOR SUCCESS AND PERFORMANCE - Michael Fleming, Kissing With Confidence

An overwhelming body of research has now been published that demonstrates conclusively the strong link between happiness and success. In other words; happiness leads to success, not the other way around. Better conflict resolution skills; high work performance on a variety of metrics; greater earning capacity; enhanced health; even longevity! The list is endless. What actually makes people happy? Why does it matter (especially for lawyers)? Can you do anything to increase your happiness? Join us to find out.
About WIN – Knowledge, support and networking for the in-house legal community

WIN (What In-house lawyers Need) is DLA Piper’s multi award-winning in-house lawyer programme is all about you: offering an evolving series of events, tools and forums which address the legal, commercial and personal aspects of working in-house.

WIN now operates in 33 cities worldwide, with over 70 events held per year. We have over 8,000 registered users from over 100 countries. Over 22,000 clients have attended a WIN event and we invite you to join our growing community by registering for WIN today. Visit www.dlapiperwin.com for more information.