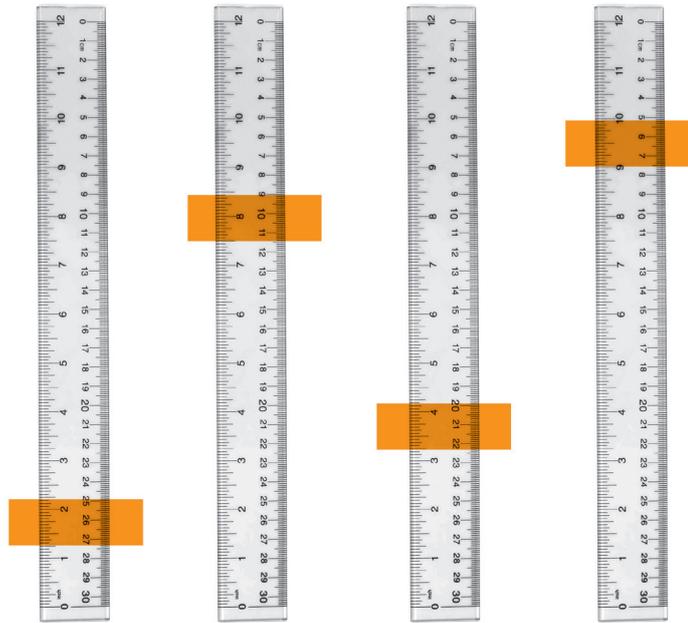


How do you measure up?

The essentials of being commercial

Eversheds Sutherland Academy



Tuesday 12 February - Thursday 14 February 2019

Greenlands, Henley Business School, Henley on Thames, Oxon RG9 3AU

About the Academy

This intensive programme, delivered by leading business school tutors and specialists in their respective fields in collaboration with Eversheds Sutherland, is led by Course Director and former General Counsel, Denise Jagger. It is designed to provide in-house counsel with a fundamental economic, financial and operational background to business as well as strategic and personal insights.

"Brilliant course – met and exceeded my expectations. Speakers were fantastic with good mixed content, pitched at the right level also a really good opportunity to build my network."

Eversheds Sutherland Academy 2018

Alexandra Zambas
Senior Lawyer - Retail
Lloyds Banking Group

"This is a fantastic course – really great even for a mature lawyer such as myself!"

Eversheds Sutherland Academy 2018

Judith Worrall
Acting Head of Legal
Severn Trent

Eversheds Sutherland Academy

Participants will gain skills that will be of immediate practical benefit, in particular a greater awareness of how legal and commercial decision making can influence their business, and the importance of risk assessment. It will help them perform their roles with professionalism and integrity whilst remaining ever conscious of commercial imperatives and overall business objectives.

The course will examine the role of the in-house counsel and enable participants to better understand their own working style and impact upon others, to develop more effective relationships with colleagues, internal clients and suppliers and to enhance their communication style.

It will be of interest to those newly moved into an in-house role, sole in-house practitioners and to those seeking to broaden their management and commercial skills.

Over the three-day programme delegates will have the opportunity to network, share ideas and participate in roundtable discussions on issues relating to in-house legal team management.



“This programme helped me focus on myself and on others as individuals and made me willing to improve my relationships to the benefit of everybody.”

Eversheds Sutherland Academy 2018

Alessandra Colombo
EMEA Regulatory Counsel
Eaton Industries Manufacturing GmbH

Programme

Day one: Tuesday, 12 February 2019

08:30-09:15 Check in at Greenlands, Henley Business School, Henley on Thames, Oxon RG9 3AU

Introduction

What makes an effective in-house advisor?

Denise Jagger LLB, Hon LL.D, Partner Eversheds Sutherland

Drawing upon her experience as General Counsel of a FTSE 100 and many years working with senior General Counsel and their teams, Denise will explore those characteristics and skills that most commonly lead to effective performance. Denise will provide practical tips and establish the context for three days of interactive and purposeful learning.

Personal Development

Rosemary Ryan

Prior to attending the programme, delegates will complete a ‘Personal Insight’ development assessment and receive a confidential report on their management style. The session will examine typical profiles and their interaction in the workplace, assist you in assessing the effect of your behaviour on others and provide guidance in building more effective relationships. It is also designed to help you appreciate difference and diversity and develop influencing skills with the aim of enhancing your team dynamics. You will conclude by developing a personal action plan for self-managed development.

How the economy works

Roger Martin-Fagg

In such turbulent times, a grasp of the fundamental drivers of our global economy is essential but often elusive. In this session you will explore how the economy really works, to what extent government can control it and the implications of Brexit for the UK and the EU. You will also examine the inter-relation of political and economic powers which make up our global economy and the likely scenarios in the slow move forward to stability and growth.

Roundtable discussion

Networking dinner

Day two: Wednesday, 13 February 2019

Financial decision making

Stephen Brookson, ACA

With his engaging style and encyclopaedic knowledge of annual reports, Stephen will refresh your knowledge of basic accounting and then teach you to apply this in your day-to-day work. Learn to interpret financial statements and to identify key levers and risks. Understand the importance of ratios and the relevance of cash versus profit. Gain sufficient confidence to inform and enhance your work in managing risk and undertaking effective due diligence.

Influential Communications

Alex MacLaren

In house lawyers face particular challenges in being the authority in the room, even when they are not the most senior. This can often lead to a lack of listening, difficulties with delivering confidently and a tendency to be comprehensive and overly technical.

Using real-life examples, this session encourages people to trust their human side, listen better, be appropriately authoritative and adopt business language.

Networking dinner

Day three: Thursday, 14 February 2019

Cognitive agility and how to get the best out of our brain power

Helena Boschi, MSc, PhD, MBPsS

The more we understand about what our brains can and can't do, the more productive we will become. With the increasing demands of business, it is ever more important that we get the best out of our most valuable organ and play to its strengths.

In this fast-paced and interactive session you will experience first-hand how the brain works and how legal brains may not always be good at learning. Discover how to boost your brain power with simple tips and techniques, and why sleep, exercise and sensory stimulation are critical to higher levels of cognitive performance.

Lateral thinking for in-house counsel

James Bannerman

In the modern world of business, smart in-house lawyers realise that technical legal excellence is essential, but it is not always enough. Consequently, this lateral thinking session is designed to help delegates develop their ‘mind elasticity’, so they are better placed to improve team efficiency, engage with commercial colleagues more confidently and solve familiar problems in innovative ways.

Speakers

Denise Jagger LLB, Hon LL.D

Denise started her career as a Corporate Finance lawyer in the City before becoming Company Secretary and General Counsel for Asda Wal-Mart. She has extensive management experience as well as legal, and now holds a number of non-executive directorships in addition to her role as Client Development Partner at Eversheds Sutherland.

Rosemary Ryan

Rosemary is a Joint Managing Partner of Represent, a management development consultancy focusing on developing individual and leadership effectiveness working in a number of blue chip organisations. She has over 20 years’ experience in all aspects of people development and managing change. Rosemary is a regular speaker on leadership in companies both in the UK and internationally and has written Leadership Development - a Guide for HR and Training Professionals.

Roger Martin-Fagg

Roger has been described as one of the few economists with a keen sense of humour and has a reputation for clear, concise expositions of his subject. He has worked with the governments of the UK and New Zealand, the Bank of England and with numerous companies, teaching boards how to read and interpret the economic environment. He is Visiting Faculty at Warwick and Henley Business Schools and Ashridge Management College. His book Making Sense of the Economy, is in its fourth reprint.

Stephen Brookson ACA

Stephen is a Chartered Accountant, qualifying with KPMG in 1980. He has worked in industry at Grandmet plc, spent time with EY and worked for a training provider devising and delivering training in accountancy and taxation. He is an Associate Faculty Member at Warwick Business School, delivering training to both the public and private sectors in the UK and overseas.

Alex MacLaren

Alex is a director of the Spontaneity Shop and has a background in acting and improvisation. His work as a communications coach has taken him all over the world, working with new hires and CEOs, lawyers and financial analysts, advertising creatives and operatic sopranos. He has taught at Tisch School of Arts, RADA, Cambridge University and the London Business School.

Helena Boschi MSc, PhD, MBPsS

Helena is a psychologist specialising in applied neuroscience in the workplace. She has managed global teams for internationally quoted companies and now works closely with organisations to help people develop a better understanding of themselves and their impact on those around them. Helena combines brain science with relevant insights and practical application.

James Bannerman

James combines creativity with psychology to help businesses innovate. He has experience of working with numerous organisations from British Airways to Sky and Aston Martin to HSBC, as well as lecturing on the Warwick Business School MBA. He is also author of the 2012 bestseller Genius! Deceptively simple ways to become instantly smarter, and the 2014 book Business Genius! Deceptively simple ways to sharpen your business thinking.

Eversheds Sutherland Academy

The essentials of being commercial

Tuesday 12 February - Thursday 14 February 2019

"I just wanted to say a huge thank you for putting together such an engaging and thought provoking programme. I thoroughly enjoyed it all and would definitely recommend it to other in-house lawyers."

Eversheds Sutherland Academy 2017

Steven Whyte

Legal Counsel - Media and Content, Asos.com Ltd

"The course content was a perfect balance of business and personal development, the venue and facilities were superb and the other attendees were engaging."

Eversheds Sutherland Academy 2017

Ed Freeman

Senior Counsel - Corporate/Capital COE, Aviva UK Life

Eversheds Sutherland Academy 2017

How to book

***Cost: £1,995 + VAT per booking**

**Registration includes tuition, two nights' accommodation as well as all meals and refreshments.

You can book this course in one of two ways:

1. To book online go to **eversheds-sutherland.com**
2. Fill in your details and send to **maisieevans@eversheds-sutherland.com**

Full name:
Position:
Organisation:
Address:
.....
Postcode: Tel:
E-mail:
Dietary requirements:
Access requirements:
**Additional night accommodation:

Data protection: Your information will be held by Eversheds Sutherland, in accordance with the Data Protection Act 1998, and added to our marketing databases. It may be used for internal statistical analysis, to fulfil any requests from you by mail, telephone or (if you give us your e-mail address) electronic communication about other services or events offered by Eversheds Sutherland or our associated offices. We may pass your details to our associated offices (some of which are outside of the EEA), but we will only allow their use for the purposes mentioned above. We may also transfer your details to any successor to our business for a relevant part of it. An up to date list of our associated offices and their locations can be found on our website at www.eversheds-sutherland.com. This privacy statement applies to all information that we hold about you.

If you do not wish to receive any other information about services and events offered by Eversheds Sutherland and its associated firms, please tick this box.

Access and other requirements

Please let us know if you have any specific access or other requirements so that we may make your attendance at our course an enjoyable and comfortable experience.

Cancellation policy

Any cancellation must be notified within 21 days of the course date otherwise you will be charged for the place. Alternatively, a substitute can be suggested for any booking.

Joining instructions

These will be issued at least two weeks before the event to ensure return of the Personal Insight questionnaire.

NB that as part of the personal development session, delegates will complete a Personal Insight assessment before the programme commences.

Please apply early to ensure completion and return.

*Upon receipt of your booking details we will issue a VAT invoice. Registration will only be confirmed upon receipt of payment.

**If you require additional accommodation the night before the programme, this can be arranged for an additional cost of £112 which includes breakfast and VAT.

eversheds-sutherland.com