

18-19 April 2024

SAL-INSEAD LEGAL LEADERSHIP PROGRAMME

15-16 August 2024

SAL-INSEAD LEGAL STRATEGY PROGRAMME

Globalisation and the economic shift to Asia has resulted in significant new opportunities for law firms and in-house counsel operating in this region. At the same time, partners in these law firms and corporate counsel are facing increased challenges including cost pressures, growing competition and talent retention issues. In this changing legal landscape, legal professionals must complement their technical legal expertise with strong leadership to manage these challenges and seize emerging growth opportunities.

The **SAL-INSEAD Legal Leadership Programme** and the **SAL-INSEAD Legal Strategy Programme** are two-day intensive management programmes specifically designed and contextualised to address the needs of law firm partners, general counsel and legal service officers.

Participants from the private sector should currently have P&L remit in their roles or will soon be assuming P&L responsibilities in their organisations.

Participants Profile

Participants will include partners of law firms operating in the Asia-Pacific region and corporate counsel from in-house legal departments, as well as senior lawyers from the public sector. To ensure an optimal learning environment, the cohort size will be limited to 40 participants.

LIFTED KEY

Legal Practitioner ● Interpersonal Effectiveness, Intrapersonal Intelligence, Leadership, Business & Strategy Technical Lawyering
In-House Counsel ● Interpersonal Effectiveness, Intrapersonal Intelligence, Leadership, Business & Strategy Technical Lawyering



ACCREDITED
CPD
ACTIVITY

About SAL-INSEAD Legal Leadership Programme (18-19 April 2024)

“From Lawyers to Leaders” - The skills that make one a good lawyer doesn't always make one a good leader. When legal professionals take on leadership positions, they need pivotal leadership skills to manage and inspire their teams.

	Day 1 (18 April 2024) Leading Organisations	Day 2 (19 April 2024) Leading Self & Others
8.30am - 1pm	Leadership Challenges and Transitions <i>Prof Andy Yap</i>	Leadership Decision-Making <i>Prof Andy Yap</i>
2pm - 6pm	Team Dynamics and Team Decision Making <i>Prof Andy Yap</i>	Leading Organisational Change <i>Prof Andy Yap</i>
6pm - 8pm	Fireside Chat & Cocktails	

Leading Organisations: Leading effectively requires the capacity to “grow” with one’s organization, adapt flexibly to the changing demands of the company and its task environment, and continue to develop and learn. Importantly, it requires one to master the psychology of power in leadership— the ability to navigate organizational landscapes and lead without formal authority. This programme will explore the challenge of transitioning to leadership roles and how do legal leaders develop a culture that fosters personal and professional growth and psychological safety. Through the use of a real-world case and Power and Influence stimulation, Participants will delve into the dynamic world of organizational change and gain insights into navigating organizational politics and people dynamics.

Leading Self & Others: To make complex decision through ambiguity, leaders need to engage in critical thinking to make sure that the data they are using is relevant and of high quality. A decision-making exercise will be used to discuss predictable problems when making decisions under uncertainty and incomplete information, and how leaders can achieve their goals by creating a process that helps them structure the decision-making process.

In Leading Others, the ability to lead teams and collaborate across business units is fundamental for leaders. Leaders need to be able to draw on the expertise, experience, and insights from diverse individuals to find cutting-edge solutions to overcome the complex challenges in today’s business world. The session will discuss strategies and techniques for optimizing group performance, how to empower others in your group, how to lead by example, and how to align individual and group objectives.

Case studies, lectures, classroom discussions, and small group discussions will provide participants opportunities to deliberate on the determinants of sustained success. Exposure to real world issues will help participants work through possible approaches and solutions to the problems that leaders in the legal profession and in professional service firms including law firms confront on a daily basis. The anticipated time commitment that participants should consider investing in pre-programme readings is expected to be approximately 5 hours at maximum.

Teaching Faculty



Andy J. Yap
Programme Director
Professor of Organisational Behaviour
Academic Director, INSEAD Centre for Organisational Research

About SAL-INSEAD Legal Strategy Programme (15-16 August 2024)

This unique programme applies tools and frameworks to help participants develop and execute effective and competitive strategies that can optimise an organisation's growth and overcome key challenges to growth. Participants learn to overcome obstacles and refine their strategy execution capabilities which they can apply to their own organisation.

	Day 1 (15-August 2024)	Day 2 (16 August 2024)
8.30am - 1.00pm	Strategic Thinking for Legal Professionals <i>Assoc. Prof Philipp Meyer-Doyle</i>	Pursuing M&A in the Legal Industry <i>Assoc. Prof Philipp Meyer-Doyle</i>
2.00pm - 6.00pm	Powering the Organisation's Growth Strategy/Strategy Execution for Legal Professionals <i>Assoc. Prof Philipp Meyer-Doyle</i>	Strategic Partnerships in the Legal Industry <i>Assoc. Prof Philipp Meyer-Doyle</i>
6.00pm - 8.00pm		Fireside Chat & Cocktails

21st century law practices: Build agile and sustainable law practices

Strategic Thinking: Understand strategic challenges and develop effective strategies to improve performance and attain competitive advantage

Strategic Execution: Learn tactics to overcome obstacles and refine your strategy execution capability

Growth Strategy: Learn best practices to help overcome challenges to growth of organisation

Innovation: Gain practical tools to innovate your firm's services

Case studies, lectures, classroom discussions, and small group discussions will provide participants opportunities to deliberate on the determinants of sustained success. Exposure to real world issues will help participants work through possible approaches and solutions to the problems that leaders in the legal profession and in professional service firms including law firms confront on a daily basis. The anticipated time commitment that participants should consider investing in pre-programme readings is expected to be approximately 5 hours at maximum.

Teaching Faculty



Philipp Meyer-Doyle
Associate Professor of Strategy, INSEAD

Programme Details

- SAL-INSEAD Legal Leadership Programme: 18-19 April 2024 (Thurs & Fri)
- SAL-INSEAD Legal Strategy Programme: 15-16 August 2024 (Thurs & Fri)

Time: 8.30am - 6.00pm (Day 1's Fireside Chat will end at 8.00pm)

Venue: INSEAD Asia Campus (1 Ayer Rajah Avenue, Singapore 138676)

Programme Fee

\$7,412 (inclusive of 9% GST) per programme

\$10,900 (inclusive of 9% GST) for both programmes

SkillsFuture Credit (for self-sponsored individuals only)

SkillsFuture Credit of up to \$1,000 can be used for this programme. Please note SkillsFuture Credit is not applicable for company sponsored individuals.

Registration

To enrol, kindly fill out this form and email it to chua_sing_yee@sal.org.sg. Successful registrants will be contacted within 3 working days. Registration closes when seats are filled. For inquiries, please contact chua_sing_yee@sal.org.sg.

Selected Programme : Leadership Strategy Leadership and Strategy

Salutation : Full Name of Participant :

Organisation : Designation :

Years of PQE (if applicable) : Profit and loss responsibility at your firm : Yes No

Email Address : Contact Number :

Are you claiming SkillsFuture Credit : Yes No Invoice to : Individual Company

Cancellation Policy (Charges imposed)

- Received by SAL 30 – 45 days prior to programme commencement date = 25% of programme fee
- Received by SAL 8 – 29 days prior to programme commencement date = 50% of programme fee
- Received by SAL 7 days or fewer days prior to programme commencement date = 100% of programme fee

The above dates will be based on date of SAL's receipt of request, not date request is made. All such requests are to be made in writing (email accepted), and must be acknowledged by SAL within three (3) working days.



Number of Public CPD points: 15.5 (TBC) per programme
Day 1 - 8 Public CPD Points | Day 2 - 7.5 Public CPD Points
Practice Area: Professional Skills | Training Level: Advanced

SILE Attendance Policy

Participants who wish to obtain CPD Points must comply strictly with the Attendance Policy set out in the CPD Guidelines. For this activity, participants are reminded to sign in on arrival and sign out at the conclusion of each day of the event in the manner required by the organiser. Participants must not be absent from each day of the event for more than 15 minutes. Participants who do not comply with the Attendance Policy on any particular day of the event will not be able to obtain CPD Points for that day. Please refer to <http://www.sileCPDcentre.sg> for more information.