

Courses for Chambers' Practice Management - Product Sheet

BESPOKE TRAINING & PERSONAL DEVELOPMENT SOLUTIONS FOR BARRISTERS' CHAMBERS



Practice
Management
Excellence

Building Positive Relationships within Chambers

Handling difficult people and using your personality to gain better results

Building Positive Relationships Within Chambers is a highly inspiring workshop which clarifies how you can gain a better outcome in dealing with members, clients and colleagues. Dealing with difficult people will never be the same again.

We depend on our ability to communicate and connect with all types of characters in business. The most effective and successful people are those who can interact with others most effectively. The reality is that personal motivators and different pressures drive us all. Our effectiveness is about understanding what drives us and how that affects the results we get. In this workshop you will gain valuable insight into how you can maximise your position and handle a variety of different characters.

This workshop is designed for all staff and will explore the following:

- The business drama that we play out daily – we look at how our own behaviour attracts our own results
- Our natural motivations – we shed light on your natural behaviour drivers and why you do the things you do.
- Our blind sides – we explore why we shy away from certain tasks or even some people
- Conflict – examination of how our motivations change during conflict and how we can spot changes in others

This popular workshop is highly thought provoking and powerful. It has a very successful track record in changing behaviour for better results. Delegates will take an on-line self-assessment before the course. You will receive a 20 page personal profile document during the training. This course is designed to be engaging and practical for experienced Clerks from all educational backgrounds. It can be conducted in a group or one-to-one, in person or remotely.

How is it done?

All our workshops are developed with high levels of input from delegates. We professionally coach our delegates rather than tell them what to do. By doing this we achieve maximum learning, high relevance to Chambers and embed change. Delegates will experience low levels of PowerPoint and high levels of interaction, leaving with all course notes and extending reading materials. The time allowance for this course 5.5 hours excluding breaks. It can be conducted in one day or over two evenings.

What will I get from attending?

- Expert knowledge on what drives people and how to gain better rapport
- Understand what can be done to change difficult relationships for a better outcome
- Understand how you can maximise your client position and choose the correct communication methods for best effect

Who would benefit from this?

- All chambers staff: Managers, Clerks, support staff at all levels
- Any professionals wanting to drive business through enhanced relationships or understand how to handle difficult conversations
- Anybody who wants to learn how to maximise their potential with others

Contact Us

For more information about our courses and what else we offer, please visit: www.pmetraining.co.uk or to book your place contact nicky@pmetraining.co.uk