

# Course Specification for Chambers' Practice Management

BESPOKE TRAINING & PERSONAL DEVELOPMENT SOLUTIONS FOR BARRISTERS' CHAMBERS



Practice  
Management  
Excellence

## DiSC Profiling for Clerks

### Course Description

This course introduces barristers' clerks to the DiSC behavioural profiling tool, helping them understand different personality styles and how these impact workplace interactions. Participants will learn how to use DiSC insights to improve communication, build stronger relationships with barristers and staff, and enhance teamwork within chambers.

### Learning Objectives:

- Understand the DiSC profiling model and its relevance to workplace dynamics.
- Identify your own DiSC profile and how it influences your communication style.
- Recognise the profiles of others and adapt your approach to suit their preferences.
- Use DiSC insights to resolve conflicts and foster better collaboration.
- Gain from using DiSC profiling to improve practice management and client interactions.

### Key Course Highlights:

- 1. Introduction to DiSC Profiling:**
  - Overview of the DiSC model: Dominance, Influence, Steadiness, and Conscientiousness.
  - Understanding the benefits of behavioural profiling in chambers.
- 2. Discovering Your DiSC Style:**
  - Completing the DiSC assessment (if applicable).
  - Analysing personal results and reflecting on communication strengths and challenges.
- 3. Understanding Others' Styles:**
  - Recognising behavioural cues to identify others' DiSC profiles.
  - Understanding the needs, fears, and motivators of different profiles.
- 4. Improving Workplace Communication:**
  - Adapting your communication style to connect effectively with different profiles.
  - Navigating difficult conversations and minimising misunderstanding
- 5. Enhancing Team Dynamics:**
  - Building more cohesive and collaborative chambers teams.
  - Resolving conflicts using DiSC-based approaches.
- 6. Applying DiSC to Client and Barrister Engagement:**
  - Tailoring interactions to client and barrister personality styles.
  - Using DiSC insights to improve practice development and client retention.

### Key Outcomes:

- A deeper understanding of behavioural dynamics within chambers.
- Improved communication and stronger relationships with barristers, staff, and clients.
- Enhanced ability to resolve conflicts and foster teamwork.
- Practical strategies for using DiSC profiling to support chambers' business objectives.

### How is it done?

Our workshops are designed with significant input from delegates, ensuring relevance and tailored content. Rather than instructing, we adopt a professional coaching approach, fostering maximum learning and meaningful engagement. This methodology ensures high relevance to Chambers and supports lasting change. Delegates can expect minimal use of PowerPoint, with an emphasis on interactive, hands-on learning. All participants leave with comprehensive course notes and additional reading materials to support ongoing development.

### Contact Us

For more information about our courses and what else we offer, please visit :

[www.pmetraining.co.uk](http://www.pmetraining.co.uk)

Or to book your place contact :  
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