

Course Specification for Chambers' Practice Management

BESPOKE TRAINING & PERSONAL DEVELOPMENT SOLUTIONS FOR BARRISTERS' CHAMBERS



Practice
Management
Excellence

Effective Practice Development Meetings

Course Description

This course is designed to help barristers' clerks and practice management professionals lead impactful and results-oriented practice development meetings. Participants will learn how to structure and manage these meetings to align individual barristers' goals with chambers' strategic objectives, fostering mutual growth and success.

Learning Objectives:

- Understand the purpose and value of practice development meetings.
- Learn to prepare and structure meetings for maximum effectiveness.
- Build strategies for setting and tracking practice growth goals.
- Develop techniques to handle challenging conversations with barristers.
- Ensure follow-through with actionable plans that drive results.

Key Course Highlights:

- 1. Setting the Foundation for Success:**
 - Defining the objectives of practice development meetings.
 - Preparing effectively, including gathering relevant data and setting agendas.
- 2. Structuring the Meeting:**
 - Opening the meeting with clarity and purpose.
 - Balancing discussions around current performance and future opportunities.
 - Using tools and frameworks to guide conversations productively.
- 3. Identifying Opportunities for Growth:**
 - Collaborating on strategies to expand practice areas or target new clients.
- 4. Handling Challenges Feedback:**
 - Addressing concerns around performance, work allocation, or priorities.
 - Navigating sensitive topics with professionalism and empathy.
- 5. Ensuring Accountability:**
 - Setting SMART (Specific, Measurable, Achievable, Relevant, Time-bound) goals.
 - Agreeing on next steps and timelines.
 - Creating follow-up processes to review progress and adjust strategies.

Key Outcomes:

- Confidently lead structured, productive practice development meetings.
- Strengthened relationships with barristers through collaborative goal setting.
- Enhanced ability to align individual growth with chambers' strategic objectives.
- Improved follow-through and measurable results from practice development initiatives.

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

Or to book your place contact :
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