

Course Specification for Chambers' Practice Management

BESPOKE TRAINING & PERSONAL DEVELOPMENT SOLUTIONS FOR BARRISTERS' CHAMBERS



Practice
Management
Excellence

Professional Collaborative Negotiation Skills for Barristers' Clerks

Course Description

This course is specifically tailored for barristers' clerks to develop the skills and strategies needed to excel in collaborative negotiations. By focusing on the unique dynamics of legal practice, participants will learn to foster constructive relationships with solicitors, clients, and barristers while achieving outcomes that align with chambers' goals.

Learning Objectives:

- Gain an understanding of negotiation dynamics specific to legal practice.
- Recognise the importance of trust and collaboration in building professional relationships.
- Demonstrate the ability to actively listen, clarify, and respond to stakeholders' needs.
- Develop a proactive mindset to approach negotiations with confidence and collaboration.
- Foster a professional approach to balancing competing demands while maintaining integrity and fairness.

Key Course Highlights:

- 1. Understand the Role of Collaborative Negotiation in Chambers**
 - Recognise the importance of negotiation in managing barristers' workloads, fees, and client relationships.
 - Differentiate between collaborative and adversarial negotiation.
- 2. Develop Effective Communication for Negotiation:**
 - Use active listening techniques to fully understand solicitors' and clients' needs.
 - Employ clear, concise, and professional communication to maintain credibility and trust.
- 3. Identify and Balance Stakeholder Priorities:**
 - Assess the objectives and pressures faced by barristers, solicitors, and clients.
 - Develop solutions that meet the needs of all parties while safeguarding chambers' interests.
- 4. Handle Challenging Negotiations with Confidence:**
 - Manage sensitive discussions around fees, deadlines, and client expectations tactfully.
 - Address conflicts or resistance constructively to preserve professional relationships.
- 5. Apply Proven Negotiation Strategies and Tools:**
 - Use frameworks like BATNA (Best Alternative to a Negotiated Agreement) to evaluate options.
 - Leverage creative problem-solving techniques to achieve win-win outcomes.

Key Outcomes:

- Enhanced confidence in navigating complex negotiations specific to the legal profession.
- Practical tools to resolve challenges and balance stakeholder needs effectively.
- Strengthened professional relationships through collaborative negotiation approaches.

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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