

Course Specification for Chambers' Practice Management

BESPOKE TRAINING & PERSONAL DEVELOPMENT SOLUTIONS FOR BARRISTERS' CHAMBERS



Practice
Management
Excellence

Professional Networking Skills

Course Description

This course is designed to help barristers' clerks and chambers professionals develop effective networking skills to enhance their professional reputation, expand their contacts, and drive business development. By focusing on relationship-building strategies, participants will learn how to network with confidence and purpose, creating meaningful connections that benefit both themselves and their chambers.

Learning Objectives:

- Understand the importance of networking in professional growth and business development.
- Learn techniques to build rapport and establish trust quickly.
- Develop strategies for creating and maintaining a strong professional network.
- Gain confidence in initiating and navigating networking conversations.
- Explore ways to build networking opportunities to benefit chambers.

Key Course Highlights:

- 1. The Foundations of Networking:**
 - Understanding the purpose and value of networking.
 - Identifying key opportunities and platforms for networking.
- 2. Building Your Personal Brand:**
 - Communicating your professional value effectively.
 - Establishing credibility and authenticity in professional interactions.
- 3. Mastering Networking Conversations:**
 - Starting, sustaining, and exiting conversations with ease.
 - Developing active listening skills to understand others' needs.
- 4. Strategic Relationship Building:**
 - Identifying and connecting with key stakeholders.
 - Maintaining long-term professional relationships through follow-ups.
- 5. Overcoming Networking Challenges:**
 - Building confidence in social settings.
 - Addressing common fears and avoiding awkward moments.
- 6. Leveraging Networks for Chambers Success:**
 - Using connections to create new opportunities and partnerships.
 - Enhancing your chambers' reputation through strategic relationship management.

Key Outcomes:

- Increased confidence in networking situations.
- A clear strategy for building and maintaining a robust professional network.
- Enhanced ability to leverage networking for personal and chambers success.
- Stronger communication and interpersonal skills that leave a lasting positive impression.

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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