

Developing Best Performance in Your Firm



Intermediate

For experienced practitioners who have a sound understanding but would like to further improve their skills.



4 CPD Hours



Advanced

For practitioners who can demonstrate an advanced level of knowledge but would like to continually refresh and build on their experience.

Successful firms and practice groups are characterised by motivated people operating within energetic environments. Lawyers who possess strong communication and collaboration skills are better positioned to create effective working environments and consequently generate success for themselves, their clients and the firm.

Too often, the urgent drives out the important. We all know what we should be doing, but that doesn't mean it will be easy to do. How can we convert intention into action on a consistent and sustainable basis? You may need to rethink some of your current habits and form some new behaviours.

In this session delegates will:

- discuss the value and importance of collaboration
- explore what makes teams work, including maximising open and honest communication
- recognise how team members fit in and learn how to boost their contribution
- analyse the reasons why real collaboration is difficult to achieve and how to improve
- identify personality styles and personal needs for more effective relationships
- examine ways to create productive environments as either a contributor to or leader of a team
- devise strategies to remove barriers, so that intention can be converted to action
- explore how to adopt and reinforce habits of excellence, and
- set rules for changing behaviour and evaluate different "salvaging" skills.



Presenter - Alan Brookbanks,
Principal, Changing Tack

Alan has over four decades of experience in senior HR and Operations roles in well-respected private and public organisations in New Zealand and Australia. With a reputation for getting things done and having a pragmatic approach, Alan operates at the Board and Executive levels of organisations. Alan leads Changing Tack to focus on supporting chief executives and their teams to lead significant change, quickly perform in new roles, find their next career step, work effectively with their Boards, build effective teams, improve recruitment processes and build collaborative and constructive working relationships with employees and their representatives.

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