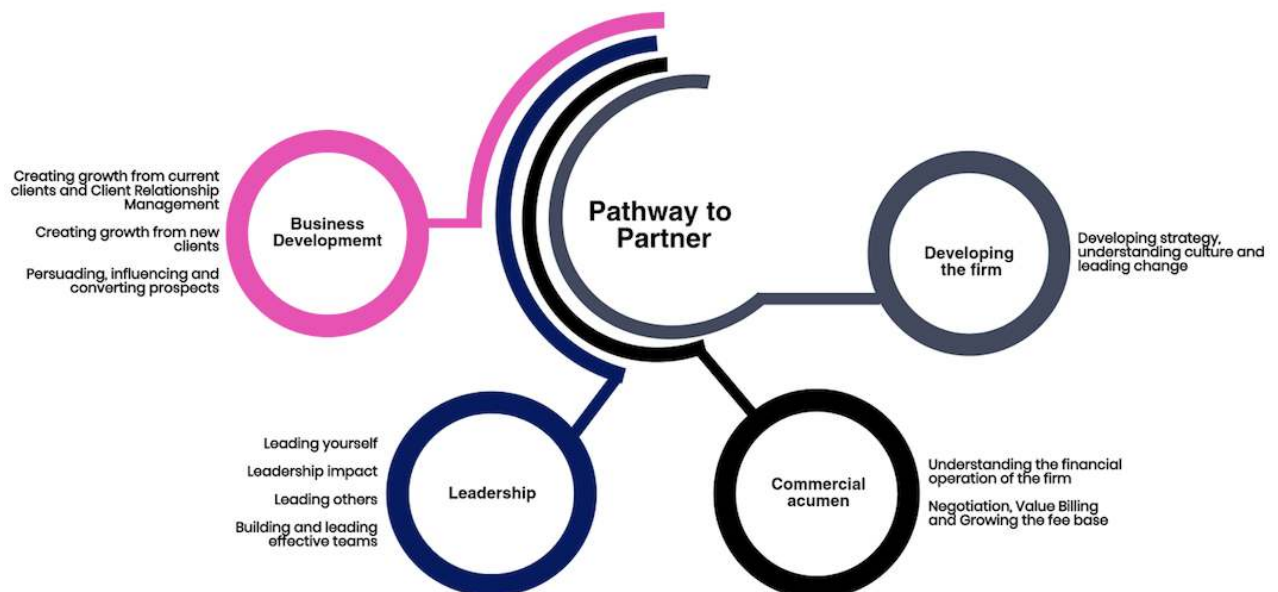


Pathway to Partner

Often people ‘make it’ to Partner based mainly on technical knowledge and ability – and are suddenly given business development, people and practice leadership responsibility. For many it can take time before they are able to balance all the elements of performance at Partner level and deliver against targets.

The “Pathway to Partner” programme helps Directors and Senior Managers on Partner track, to develop the key skills, knowledge and behaviours in advance of that step-up, meaning that they can demonstrate improved performance before being promoted.



Programme components:

Developing the firm:

- Developing strategy, understanding culture and leading change

Commercial acumen:

- Understanding the financial operation of the firm
- Negotiation, Value Billing and Growing the fee base

Leadership:

- Leading yourself
- Leadership impact
- Leading others
- Building and leading effective teams

Business Development

- Creating growth from current clients and Client Relationship Management
- Creating growth from new clients
- Persuading, influencing and converting prospects