

## Managing & Motivating People

Wednesday, 23<sup>rd</sup> May, 2018

**Presenter: Keith Harper**

**Venue: Jury's Inn, Brighton 10.00 – 5.00 p.m.**

**Fee: £250 + VAT (£300) members £270 + VAT (£324) non members (includes lunch)**

For anyone with staff responsibilities within a legal environment (or for those about to undertake them), this course provides an overview of the key issues to be understood to manage people effectively in a rapidly changing environment.

People are the most important and most expensive investment for law firms. It is therefore vitally important that all 'people managers' understand a range of tactics and methods to ensure that the firm not only maximises its return on the investment, but also creates a culture within which staff are happy and want to play their part in achieving the firm's goals. This practical and interactive seminar takes the fear out of managing people, and gives delegates the tools to do it well. Key areas covered:

- What is different about law firms?
- Common goals, values and standards
- Motivating people
- Leadership and teams
- Effective delegation and management styles
- Coaching and development
- Performance management and 'difficult' people
- Managing change

**Keith Harper** is the primary programme director of Harper Professional, specialising in management development for lawyers. From previous senior roles both in industry, and the professional services sector, Keith has gained a wealth of practical management and marketing experience, and a real insight into the role of management within the legal environment. Keith is a Fellow of the Chartered Institute of Marketing, and a member of the Law Society Law Management Section.

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**Sussex Law Society Courses Application Form 'Managing & Motivating People' 23/05/2018**

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