

PARTNER CANDIDATE PROGRAMME

Day 1:

Partnership Selection Process

What it means to be a partner and key areas that all partners need to know

Business strategy: building one's own business strategy; SWOT analysis; how to link to wider Firm strategy, different business models

Complex management problems involving ethics

- Identification of issues and effect on all stakeholders
- Problem solving techniques
- Effective decision making and action planning
- Professional Standards rules and guidelines

Client management and developing work

- Changing environment for client relationships
- Sources of information on clients
- Evaluation of clients
- How to win work
- How to build the relationship (presentation skills, anticipating and dealing with questions, asking questions)
- Differentiation

Day 2:

People Management

- HR processes
- Performance management issues
- Discrimination – direct and indirect
- Personal Conflicts
- Dealing with confidential conversations/whistleblowing

