

## Core

Legal Training

Non-Legal Training

## Corporate Division

Ongoing training programme as listed on the monthly Core Corporate Programme (legal): lecture and workshop formats.

360° Feedback ..... 2 hours

New Partner Induction..... 2 days

## Optional (Legal)

Any lectures, seminars or workshops listed as optional on the monthly Core Corporate Programme (legal).

## Optional (Non-Legal)

**Management Effectiveness**

Developing People and Teams ..... 2 days

Partner as Leader ..... 1½ days

Coaching and Mentoring Skills ..... 3¼ hours

Appraisal Briefing ..... 1½ hours

Recruitment Interviewing Practise ..... 3½ hours

**Commercial Excellence**

BD Coaching and Pitch Practise ..... 3 x 2 hours

Fee Negotiations ..... 6 hours

BD Masterclasses ..... TBC

**Impact**

Presentations 1-1 ..... 2 hours per session

Coaching for Personal Development, Sabbaticals, and Lateral Hire ..... 2 hours per session

Overseas new joiner programme (available at any level PQE)  
Overseas new joiners: College of Law Corporate Consortium programme (rolling).  
There are separate programmes for LCG and part of LCF (Energy and infrastructure, LCT (Tax) and LCE (Technology, Media and Telecomms) - please refer to Lynda Haigh, Derek Hill and Tim Gunn respectively for details.

## 4+ years PQE

Ongoing training programme as listed on the monthly Core Corporate Programme (legal): lecture and workshop formats

Senior Associate Development Centre ..... 2½ days

College of Law Corporate Consortium programme (rolling)

Any lectures, seminars or workshops listed as optional on the monthly Core Corporate Programme (legal), including the "Back to Basics" series: 12 x seminars on Contract, Tort, Equitable Remedies, Jurisdiction.

**Managing Professionals Masterclasses**

Motivation ..... 2½ hours

Leadership ..... 2½ hours

Supervisory Skills ..... 1½ hours

Managing Appraisals ..... 1½ hours

Managing Priorities ..... 2 hours

Delegation ..... 3 hours

Difficult Situations ..... 2½ hours

Delivering Difficult Messages ..... 2½ hours

**Commercial Excellence**

BD Masterclasses:  
New suite under construction

**Impact**

Presentations 1-1 ..... 2 hours per session

360° Coaching & Feedback ..... 2 hours per session

Train the Trainer (Use of Visual Aids) ..... ½ day

Advanced Influencing Skills (PPI) ..... 2 days

## 2-4 years PQE

Ongoing training programme as listed on the monthly Core Corporate Programme (legal): lecture and workshop formats.

Compulsory Accounts Programme ..... varying duration

Associate Development Centre ..... 2 days

Any lectures, seminars or workshops listed as optional on the monthly Core Corporate Programme (legal), including the "Back to Basics" series: 12 x seminars on Contract, Tort, Equitable Remedies, Jurisdiction.

**Workshops**

Negotiation Skills II ..... ½ day

**Management Effectiveness**

Managing Priorities ..... 2 hours

Delegation ..... 3 hours

Delivering Difficult Messages ..... 2½ hours

Supervisory Skills ..... 2½ hours

**Commercial Excellence**

New suite under construction

**Impact**

Presentation Skills ..... 2 x ½ days

Influencing Relationships ..... ½ day

Effective Communication ..... ½ day

360° Feedback, Coaching and  
Personal Impact Coaching ..... 2 hours per session

Train the Trainer (Use of Visual Aids) ..... ½ day

## 0-2 years PQE

Foundation II: Course (12-18 months PQE) includes: Joint Ventures, Drafting, Takeovers & Schemes of Arrangement ..... 4 days

Ongoing training programme as listed on the monthly Core Corporate Programme (legal): lecture and workshop formats. .... varying duration

Company Accounts courses (various)

Any lectures, seminars or workshops listed as optional on the monthly Core Corporate Programme (legal) including the "Back to Basics" series: 12 x seminars on Contract, Tort, Equitable Remedies, Jurisdiction.

**Workshops**

Achieving certainty in drafting legal documents (level 2) ..... 3 hours

Negotiation Skills I ..... 1 day

**Management Effectiveness**

Managing Priorities ..... 2 hours

Stress Management ..... ½ day

Fast Effective Reading ..... 1 day

**Commercial Excellence**

New suite under construction

**Impact**

Presentation Skills ..... 2 x ½ days

Influencing Relationships ..... 1 day

Effective Communications ..... 1 day

Train the Trainer (Use of Visual Aids) ..... ½ day

## Newly Qualified

Foundation I: Course (0-12 months PQE) includes SPA, Negotiation and IPOs ..... 5 days

Ongoing training programme as listed on the monthly Core Corporate Programme (legal): lecture and workshop formats.

Newly Qualified Induction (inc BD Mod 6) ..... 2½ hours

Any lectures, seminars or workshops listed as optional on the monthly Core Corporate Programme (legal) 12 x "Back to Basics" series (Contract, Tort, Equitable Remedies, Jurisdiction).

As 0-2 years PQE

## Core

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## 4th Seat

**Workshops (any seat)**

Effective writing and drafting (level 1) ..... 3 hours

Presentation Skills\* ..... 1 day

## 3rd Seat

PSC Professional Standards Day ..... 1 day

BD Mod 5 - The Legal Market ..... 1 hour

Whole Corporate Trainee Period  
Any lectures, seminars or workshops listed as optional on the monthly Core Corporate Programme (legal).

Presentation Skills\* ..... 1 day

Influencing Relationships ..... 1 day

## 2nd Seat

Trainee Development Centre ..... 2.2 days

BD Mod 4. Pitching to win ..... 1½ hour

BD Mod 3 Working the room ..... 1 hour

Presentation Skills\* ..... 1 day

Managing Priorities, Performance & Pressure ..... 6 hours

## 1st Seat

PSC Client Care Day ..... (At Trainee Induction)

PSC Finance & Business Skills ..... (At Trainee Induction)

HS approach to BD ..... 1 hour

Seat Allocation Briefing ..... 1 hour

Appraisal Training ..... 1½ hours

Making a Positive Impression. .... 3 hours

## Trainee Period whilst in Corporate

Trainee Corporate Seat Induction ..... 3 days

Ongoing training programme as listed on the monthly Core Corporate Programme (legal): lecture and workshop formats. Workshops – subjects include 12 x "Back to Basics" series (Contract, Tort, Equitable Remedies, Jurisdiction), company accounts. .... 1-1½ hours per session

Elective PSC Courses

**\*Trainees**

Presentation Skills can be attended at any time during seats 2-4  
Also available:  
Vocal & Physical Impact ..... 3½ hours

One-to-one Coaching ..... 3½ hours