

# T<sup>3</sup>

## T-CUBED LEARNING

THEORY X TOOLS X TECHNIQUES = TRANSFORM  
A NEW SYSTEM FROM LEX360 AND RSG CONSULTING



**What is it?** A development day that combines theory, tools and experiential and immersive theatre learning techniques.

**When?** 6pm 10 Sept - 6pm 11 Sept 2019

**Where?** Lady Margaret Hall, Oxford

**Who is it for?** Private practice and in-house lawyers who want to develop as leaders and managers.

**Costs (excluding VAT):**

- Law firm single ticket: £1,950
- In-house legal single ticket: £950
- To send one team of 6: 3 people from private practice and in-house respectively: £7,500

## The challenge:

RSG Consulting's research with thousands of businesses and their lawyers reveals a consistent disconnect between what clients and external lawyers perceive as value. This lack of alignment means wasted energy, unnecessary frustration and a client-lawyer relationship that never reaches its full potential. Private practice and in-house lawyers need to work better together, develop new skills and deepen their understanding of what business needs.

## The approach:

Teams of 6 delegates from private practice and in-house will be tasked with answering the challenge of how to deliver better value to business clients. Over 5 modules, they will learn market-leading practices to formulate a strategy that they will present before a panel of judges.

Content is drawn from:

- Insight and case studies from RSG Consulting's research, including for the FT Innovative Lawyers and Intelligent Business Reports
- Practical experience, Lean and business management theory from LEX360
- Theory from experts and experienced practitioners

## Theory, tools and techniques

### 1. Understanding the challenge:

#### Industry trends

- A look at the external factors that are changing the way business operates and how lawyers need to rethink how they work.

#### Aligning in-house legal departments and law firms

- Analysis of the research on the client-lawyer disconnect on perceptions of value.
- Insights on how lawyers working in-house and in private practice can be better aligned.

### 2. How to work better?

- Systems thinking
- Creative Problem Solving
- Design thinking
- Stakeholder management
- Change management
- Process optimisation
- Lean continuous improvement

### 3. The tech you need to know

- Analysis of market trends, how current tools can be used to deliver greater value, and the impact of disruptive technologies
- Hands on exercises to automate documents and workflows of varying complexity.

### 4. The potential of data

- Case study and tools on how data can be used to drive transparency, compliance and manage risk.

### 5. Empowering yourself

Analysis of individual strengths profiles to understand personal working styles and preferences.

Questioning and listening techniques to have more insightful conversations with advisers or clients.

### ADDITIONAL SESSIONS

#### Developing Solutions

An ideation session for delegates to combine what they have learnt about people, process, technology and data to develop new solutions, map against impact matrices, and develop project plans.

#### Presentation to the judging panel

## Outcomes:

- A deeper understanding of the challenges facing in-house legal departments and how in-house and external lawyers can better collaborate to improve relationships and deliver more value to the business
- Greater ability to apply data, technology and process solutions to legal work
- The skills to be more effective change agents within their own teams and organization.

To reserve places, please contact: [mahek.sayed@rsgconsulting.com](mailto:mahek.sayed@rsgconsulting.com) or call 020 7831 0300