MERCURY

Advanced Legal Leadership & Empowering Transition to Legal Management Excellence

11 – 15 January 2027
Dar es Salaam (Tanzania)



Dubai - UAE: +971 4 450 5697
Istanbul - Türkiye: +90 539 599 1206
Amman - Jordan: +962 79 712 3347

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Ref: 15527_1064582 **Date:** 11 – 15 January 2027 **Location:** Dar es Salaam (Tanzania) **Fees:** 5300 Euro

Introduction:

In today's complex business landscape, legal advisors' and managers' roles have become increasingly pivotal. As the Lead Legal Adviser, you already possess a strong foundation in legal principles and practices. However, to transition seamlessly into the role of Legal Manager, it's crucial to refine your skills, broaden your perspective, and enhance your leadership capabilities.

This one-week legal leadership and management training program empowers you with the requisite knowledge, skills, and insights to excel in your journey toward becoming a Legal Manager. Legal leadership is foundational in shaping the culture and effectiveness of legal teams and departments. It delves into what legal leadership involves and explores the multifaceted roles that legal managers play in fostering success.

Participants in this legal leadership and management training will gain insights into the advantages of adept legal management and discover tools and systems that facilitate operational excellence. It aims to prepare individuals to transition to legal management roles where strategic decision-making, compliance monitoring, and dynamic leadership converge to support and realize their organizations' broader objectives.

Targeted Groups:

This legal leadership and management training program is tailored for professionals currently serving as Lead Legal Advisers who aspire to advance their careers to the position of Legal Manager.

Course Objectives:

At the end of this legal leadership and management course, the participants will be able to:

- Demonstrate enhanced leadership skills necessary for effective legal management.
- Apply strategic thinking and decision-making techniques to legal scenarios.
- Effectively manage legal risks and compliance issues within an organizational context.
- Develop and implement comprehensive legal strategies aligned with organizational objectives.
- Communicate persuasively and negotiate proficiently in legal and business contexts.

Targeted Competencies:

Participants competencies in this legal leadership and management training will:

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- Leadership and Management Skills.
- Strategic Thinking and Decision Making.
- Risk Management and Compliance.
- Legal Strategy Development.
- Communication and Negotiation Skills.

Course Content:

Unit 1: Leadership and Management in Legal Settings:

- Leadership Styles and Their Impact on Legal Teams.
- Understanding Different Leadership Styles.
- Assessing Leadership Effectiveness.
- Fostering a Collaborative Legal Team Environment.

Unit 2: Strategic Legal Thinking:

- Strategic Planning for Legal Departments.
- Environmental Scanning and SWOT Analysis.
- Setting Legal Department Objectives.
- Implementing Strategic Initiatives for Legal Success.

Unit 3: Risk Management and Compliance:

- Identifying and Mitigating Legal Risks.
- Risk Assessment Techniques.
- Developing Effective Compliance Programs.
- Handling Legal Disputes and Litigation Strategically.

Unit 4: Legal Strategy Development:

- Crafting Effective Legal Strategies.
- Aligning Legal Objectives with Organizational Goals.
- Leveraging Legal Opportunities and Challenges.
- Implementing Change Management in Legal Processes.

Unit 5: Communication and Negotiation Skills for Legal Professionals:

- Effective Communication and Negotiation in Legal Contexts.
- Legal Writing and Drafting Techniques.
- Negotiation Strategies for Legal Professionals.
- Persuasive Advocacy and Presentation Skills.