



PROGRAM

IN-HOUSE COUNSEL DAY, CANBERRA

FRIDAY 24 FEBRUARY 2017



Time	Session	Presenters
08.15 - 08.40	Registration	
08.40	Welcome	
08.45 - 09.45	<p>Session 1: Influencing your stakeholders to get the right outcomes</p> <p>Each of us spends some 23 minutes of every hour during our working day trying to move, or influence, people (source: Qualtrix). For a skill that is so critical to your role and is the focus of almost half of your working day, how much time have you spent thinking about how you influence?</p> <p>In this practical workshop, Tom Bird will outline the C3 Model of Influencing™; a model that will enable you to influence more effectively in any situation and help ensure you get the outcomes that you want from your interactions.</p> <p><i>CPD Core area 3: Professional skills</i></p>	Tom Bird , Partner, Møller Professional Services Group
09.45 - 10.45	<p>Session 2: Risk management in the digital era</p> <p>Technology is changing the way we do business and the risks that businesses face. We will explore the key risks, look at examples of the impact they can have, and discuss how to respond to these challenges.</p> <p><i>CPD Core area 2: Practice management and business skills</i></p>	Merinda Timpany , Regional Risk Manager & Legal Counsel
10.45 - 11.00	Morning tea	
11.00 - 12.00	<p>Session 3: Top tips for negotiations</p> <p>Negotiations play an important role in many aspects of the in-house counsel role. Every negotiation is different, and what you say can impact on the outcome. Negotiations are about managing the process.</p> <p>This session will provide top tips for negotiations.</p> <p><i>CPD Core area 3: Practice management and business skills</i></p>	Caroline Atkins , Partner Anthony Willis , Partner Gavan Mackenzie , Special Counsel
12.00-13.00	<p>Session 4: Pro bono in Australia and the opportunities for in-house counsel</p> <p>Increasingly, in house legal teams are looking for opportunities to undertake pro bono work, for some it can be a requirement of the role, or on a broader level the organisation. This session will discuss the pro bono landscape in Australia, the legal framework and the business case for pro bono. It will also explore how in house legal teams can engage in pro bono work including in collaboration with other companies, or establishing and building their own internal pro bono practices.</p> <p><i>CPD Core area 2: Practice management and business skills</i></p>	Cate Martin , Pro Bono Director - Asia Pacific
13.00-14.00	Lunch	