PROGRAM
IN-HOUSE COUNSEL DAY, PERTH
MONDAY 20 FEBRUARY 2017

Time	Session	Presenters
8.15 - 8.40	**Registration**	
8.40	**Welcome**	**Melinda Upton**
8.45 - 9.45	**Session 1: Influencing your stakeholders to get the right outcomes** 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? 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. *CPD core area: Professional skills*	**Tom Bird**, Partner, Møller Professional Services Group
9.45 - 10.45	**Session 2: Risk management in the digital era** 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. *CPD core area: Practice management and business skills*	**Leanne Nickels,** Partner, Employment
10.45 - 11.00	**Morning tea**	
11.00 - 12.00	**Session 3: Tendering - Understanding and managing the legal risks for your organisation** • What are the legal risks that arise from a tender process? • Understanding what is meant by the process contract • Practical tips to minimise the legal risks arising from a tender process • The commercial, legal and financial exposure to your organisation • Moving from tender to contract and beyond *CPD core area: Substantive law*	**Alyson Eather,** Senior Associate, Finance & Projects
12.00 - 12.30	**Lunch**	
12.30 - 13.30	**Session 4: Ethics** Developments and Issues in Ethics in 2016 - Ethical duties in the digital age *CPD core area: Practical legal ethics*	**Andrew Johnstone,** Consultant, Litigation

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