

Managing Upwards in a Law Firm

Most of us face one great challenge at work: balancing our own priorities with those of our partner. Understanding what is important to your partner and knowing how they prefer to work and communicate, allows you to work more effectively and provide a greater number of opportunities.

This training course will provide you with the tools and techniques required to effectively work with your partners. It will help you to adapt your own approach to work in such a way that you can develop a positive work relationship with your partner, which in turn will improve your personal skills and make you a more effective fee earner.

Course objectives:

- ✓ Learn what “managing upwards” is, and what it isn’t
- ✓ Learn how to identify the key challenges to managing upwards
- ✓ Learn how to understand the needs and expectations of your partner