



# SAL-INSEAD Legal Leadership Programme 2022

Globalisation and the economic shift to Asia has resulted in significant new opportunities for law firms and in-house counsel operating in this region. At the same time, partners in these law firms and corporate counsel are facing increased challenges including cost pressures, growing competition and talent retention issues. In this changing legal landscape, legal professionals must complement their technical legal expertise with business acumen as well as a clear strategy to manage these challenges and seize emerging growth opportunities.

The **SAL-INSEAD Legal Leadership Programme** is a three-day intensive management programme specifically designed and contextualised to address the needs of law firm partners, general counsel and legal service officers. Participants from the private sector should currently have P&L remit in their roles or will soon be assuming P&L responsibilities in their organisations.

This unique programme applies business school methodologies to address business challenges faced by legal professionals including strategic planning, improving organisational alignment, managing growth and change, and motivating people and teams.

 <p>Structured Programme</p>	<p>LIFTED by </p>
	<p>Legal Practitioner ● Interpersonal Effectiveness, Intrapersonal Intelligence, Leadership, Business &amp; Strategy</p> <p>In-House Counsel ● Interpersonal Effectiveness, Intrapersonal Intelligence, Leadership, Business &amp; Strategy</p>




## Programme Details

Date: 24 March to 26 March 2022 (Thu, Fri, Sat)

Time: 08.30am - 06.00pm

Venue: INSEAD Asia Campus (1 Ayer Rajah Avenue, Singapore 138676)

## Programme Fee

Programme Fee: S\$ 9,630 (including GST)

S\$ 1,000 early bird registration discount applicable to the first 10 confirmed applicants before 31 December 2021.

### SkillsFuture Study Award

Eligible Singapore Citizens can apply for the SkillsFuture Study Award. A monetary grant of S\$5,000 will be provided to successful applicants to help defray programme fees.

For more information, please refer to <https://programmes.myskillsfuture.gov.sg/>.

## Programme Outline

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<b>Day One</b>	<ul style="list-style-type: none"><li>• Strategic Thinking: What is Your Strategy Agenda in the Age of Disruption?</li><li>• Strategic Innovation: Redefining Your Strategy in the Age of Disruption</li></ul>
<b>Day Two</b>	<ul style="list-style-type: none"><li>• Executing Your Strategy</li><li>• Leading Organisational Change in the Digital Era</li><li>• Fireside Chat &amp; Cocktails with Alumni</li></ul>
<b>Day Three</b>	<ul style="list-style-type: none"><li>• Leading High Performance Teams</li><li>• Developing Your Personal Leadership Philosophy</li><li>• Re-entry and Personal Development Plans</li></ul>

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**Leading Strategically:** We will start by learning what strategy is and developing the capabilities to think strategically in the context of the legal profession. You will explore how to formulate and implement a strategy. You will be introduced to the concepts of Value Innovation and Blue Ocean Strategy. The ultimate goal is to be able to create a sustainable competitive advantage. Once you have created a value proposition to differentiate your organisation, you need to translate your value creation idea into one or more concrete initiatives that you can execute. The chief challenge in implementing a strategy is aligning your partners and other stakeholders. We examine how to move an initiative forward when it requires the cooperation of people with different priorities, clients, and practice area challenges. Then we examine how to learn and adjust as you execute a strategic initiative, adapting your strategy as you accumulate experience and feedback from the market.

**Leading people:** Leading organisational change in the digital era. Taking an entity beyond its established practices can create fear and anxiety, which leaders must help their people overcome. We first discuss when and why people resist changes, with a focus on the challenges that digitization presents for the legal profession. We then examine how to mobilise your team behind a clear vision of a better future. We then show how a series of small forward steps, quick wins and constant feedback sustain a sense of momentum and progress, inspiring confidence in times of transition and uncertainty. When you assume the mantle of leadership, a number of personal challenges arise. We will end the programme with a focus on re-entry and Personal Development Plans.

Case studies, lectures, classroom discussions, and small group discussions will provide participants opportunities to deliberate on the determinants of sustained success. Exposure to real world issues will help participants work through possible approaches and solutions to the problems that leaders in the legal profession and in professional service firms including law firms confront on a daily basis. The anticipated time commitment that participants should consider investing in pre-programme readings is expected to be approximately 5 hours at maximum.

## Participant Profile

Participants will include partners of law firms operating in the Asia-Pacific region and corporate counsel from in-house legal departments, as well as senior lawyers from the public sector. These are professionals who currently have, or are going to, assume management roles as well as profit & loss responsibilities - where applicable - within their organisations. To ensure an optimal learning environment, the cohort size will be limited to 40 participants.

## Teaching Faculty



**Philip Anderson**  
Programme Director  
Professor of Entrepreneurship  
The INSEAD Alumni Fund Chaired Professor of Entrepreneurship  
Academic Director of the Rudolf and Valerie Maag INSEAD  
Centre for Entrepreneurship (ICE)



**Jay Kim**  
Professor of Entrepreneurship & Family Business



**Stefan Thau**  
Professor of Organisational Behaviour

## Registration

To enrol, kindly fill out this form and email it to [caroline\\_tham@sal.org.sg](mailto:caroline_tham@sal.org.sg). Successful registrants will be contacted within 3 working days. Registration closes when seats are filled. For enquiries, please contact [caroline\\_tham@sal.org.sg](mailto:caroline_tham@sal.org.sg).

Title                      Full Name of Participant : .....

Organisation : .....                      Designation : .....

Years of PQE : .....                      Profit and loss responsibility at your firm                      Yes                      No

Email Address : .....                      Contact Number : .....

### Cancellation Policy (Charges imposed)

- Received by SAL 30 – 45 days prior to programme commencement date = 25% of programme fee
- Received by SAL 8 – 29 days prior to programme commencement date = 50% of programme fee
- Received by SAL 7 days or fewer days prior to programme commencement date = 100% of programme fee

\*The above dates will be based on date of SAL's receipt of request, not date request is made. All such requests are to be made in writing (email accepted), and must be acknowledged by SAL within three (3) working days.

### SILE CPD Points (TBC)

Day 1 - 7.5 Public CPD Points | Day 2 - 7.5 Public CPD Points | Day 3 - 7 Public CPD Points  
Practice Area: Professional Skills  
Training Category: Advanced

Participants who wish to obtain CPD Points must comply strictly with the Attendance Policy set out in the CPD Guidelines. For this activity, participants are reminded to sign in on arrival and sign out at the conclusion of each day of the event in the manner required by the organiser. Participants must not be absent from each day of the event for more than 15 minutes. Participants who do not comply with the Attendance Policy on any particular day of the event will not be able to obtain CPD Points for that day. Please refer to <http://www.sileCPDcentre.sg> for more information.