

Business Development Skills for Lawyers 2017

PROGRAM

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| 9.00 am – 10.00 am | Session 1: Business Management Matters |
| 10.00 am – 10.15 am | <i>Morning Tea</i> |
| 10.15 am – 11.15 am | Session 2: Financial Mechanics of a Legal Practice |
| 11.30 am – 12.30 pm | Session 3: Costing and Pricing Legal Services |
| <i>12.30 pm – 1.30 pm</i> | <i>Lunch</i> |
| 1.30 pm – 2.45 pm | Session 4: An Introduction to Business Strategy and Planning |
| 2.45 pm – 3.00 pm | <i>Afternoon Tea</i> |
| 3.00 pm – 5.00 pm | Session 5: Marketing and Business Development for Lawyers |