

# Leadership for Attorneys in Business

MAY 9-12, 2022

**REGISTER:** [willamette.edu/go/lab](http://willamette.edu/go/lab)



**Enhance your business knowledge to become a trusted adviser and indispensable leader in your organization.**

**The Leadership for Attorneys in Business certificate program is especially designed for in-house counsel who want to become invaluable members of their management and executive teams.**

It provides tools, resources and concepts to increase the productivity, value and influence of attorneys who work within companies.

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Participants receive one follow-up professional coaching session included with paid tuition. Additional coaching is available.

The LAB program has historically been approved for 24 Oregon CLEs and 23.5 Washington CLEs.

## TOPICS INCLUDE:

- Leadership
- Financial reports and decisions
- Negotiations, communications, and conflict resolution
- Value-added service to your organization

## PARTICIPANTS WILL LEARN TO:

- Offer legal advice that enables the achievement of business goals
- Understand financial reporting and the financial impact of legal advice
- Master communication and negotiation skills to build crossfunctional consensus and drive results
- Leverage personal strengths and apply effective leadership styles
- Build relationships with key decision makers and framing advice for maximum impact

## PROGRAM & PRICING:

Leadership for Attorneys in Business (LAB) is a highly interactive program that enhances learning with real-life stories and examples from experienced practitioners. Sessions are taught by faculty from Willamette University's Atkinson Graduate School of Management and College of Law and industry practitioners. Tuition for the four day program is \$3,950 which includes:

- Dinner with in-house counsel from prominent local businesses
- One hour follow-up leadership coaching
- Course materials
- Parking

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## WHAT PARTICIPANTS SAY:

"Fantastic program...the faculty was well informed and full of valuable information. I feel as though I learned a lot and [am] leaving with many valuable tools to take back to my workplace. I also look forward to the coaching as I do believe it will benefit my professional development greatly."

"[T]his is a valuable set of 4 days jampacked with useful lessons that will resonate for years."

"Excellent faculty. Really brought the challenges, issues and day to day items to life and into better perspective in how in-house counsel can best serve the business. The practical application and instruction was the best part – particularly the segments on leadership development and finance. Wish law schools would teach this information."

"The focus on Big Picture, Finances, Negotiation and Leadership Development were spot on."

"Seldom does every part of a program apply to what I do."

"[I]t will also help as I provide legal input as a value-added service, rather than a cost center."

## For more information, Contact the Executive Development Center:

[business-law@willamette.edu](mailto:business-law@willamette.edu)

503.913.0499

200 SW Market Street

Suite 101

Portland, OR 97201

## WHAT LEGAL LEADERS SAY:

"Willamette's Leadership for Attorneys in Business program teaches skills that are critical in a business environment, but are not necessarily acquired in law school. It teaches participants to add value by framing legal advice to advance business strategies, to think and talk in the language of business."

**Donald L. Krahmer Jr. JD'87**

Shareholder, Schwabe Williamson & Wyatt

"My involvement with this program began several years ago and it's been great to see it become respected and recognized for providing in-house lawyers with skills to succeed in business. Feedback from participants and the companies that invested in them has been consistently positive."

**Eva Kripalani JD'86**

Co-Founder, Office of General Counsel Network LLC

"I send my colleagues to it because they come back with praise like this: "This was one of the best spent weeks of my professional life. I gained invaluable tools for relating and being more relevant to my business clients, in addition to forging networking relationships that remain today."

**Shelley Devine**

General Counsel, TriMet

"This helps in-house attorneys develop the breadth and skills needed to add value to their companies. The curriculum focuses on providing legal advice that assesses risk, drives results, and requires participation in the decision-making process of business."

**MardiLyn Saathoff**

Senior Vice President and General Counsel

Northwest Natural Gas