



The O Shaped Lawyer

THE O SHAPED LAWYER:

Putting people at the heart of
Legal Services



Hello, and Welcome!



CLARA GARFIELD:

Senior Manager of AG Consulting
and member of core O Shaped
working group



Over the next ten minutes we'll cover:

- a brief background to the programme
- how is the programme impacting legal education
- the O in practice, and the O Shaped Lawyer Pilots
- why the programme is relevant to you



The O Shaped Lawyer

The O Shaped Lawyer Programme is a cross-industry movement whose aim is to drive positive change in the industry and make the profession better for those who work in it, those who buy services from it and those entering it.

x o + o

o o o

o o x

+ x o

o o o

o o x



monzo

centrica



ANGLO AMERICAN

LLOYDS BANK



easyJet



ocado

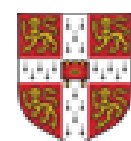
informa

GVC

CAPITA



serco



CAMBRIDGE UNIVERSITY PRESS

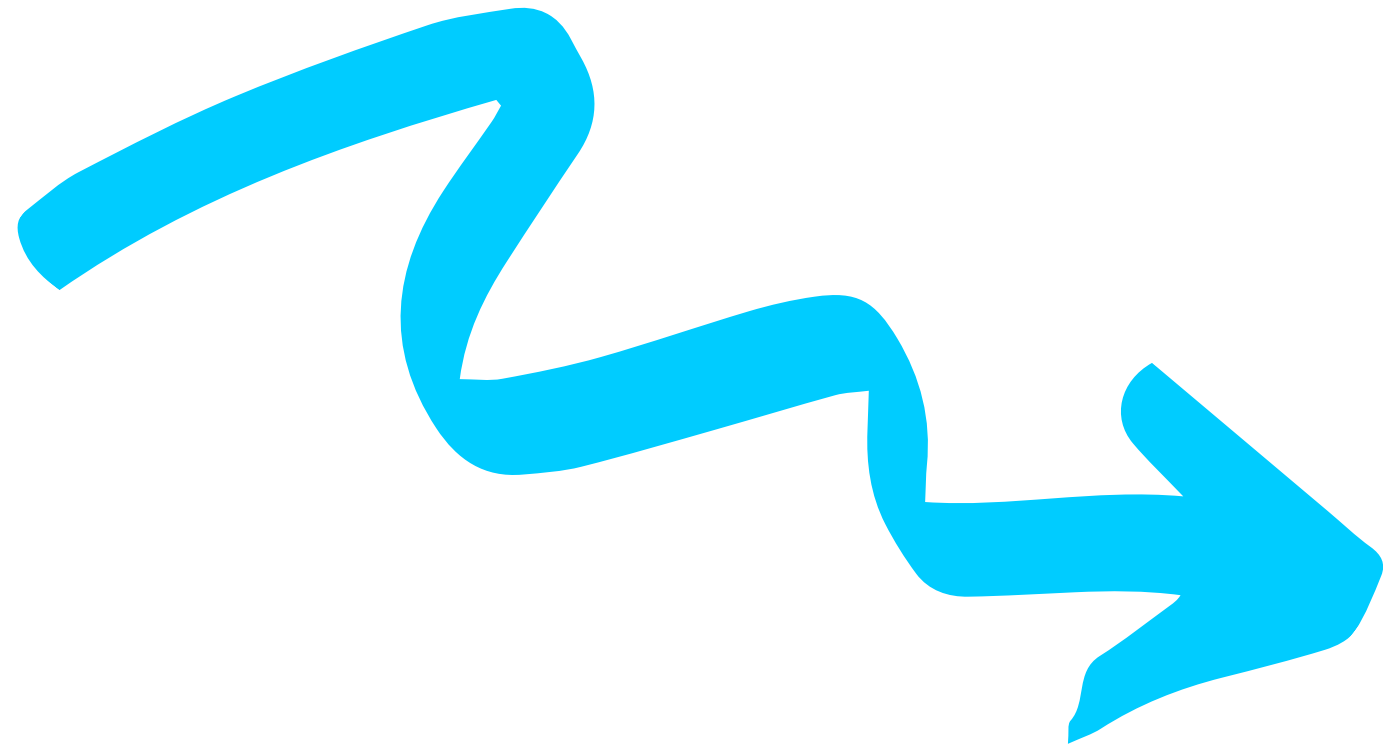
octopusinvestments



Royal Mail



O Shaped Lawyers



"I want someone who will come to me
with opportunities - a true business
partner"



The O Shaped Lawyer Attributes



COURAGE

The skill to take action in the face of fear or uncertainty



RESILIENCE

The skill to recover quickly from disappointment or setback



FEEDBACK

The skill to seek out information to identify areas for improvement



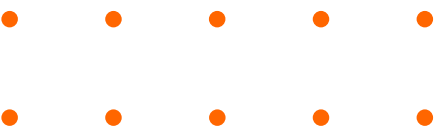
CONTINUOUS LEARNING

The skill to apply new skills, techniques and information in practice

BE ADAPTABLE



BUILD RELATIONSHIPS



CREATE VALUE

EMPATHY

The skill to understand perspectives and agendas of other people

INFLUENCE

The skill to change the actions or mind-sets of others

COMMUNICATION

The skill to deliver the right message to a given audience

COLLABORATE

The skill to work effectively with people both in the short and long term

IDENTIFY

The skill to see business opportunities in the face of legal challenges

SOLVE

The skill to find the optimal legal solution to a given business opportunity or challenge

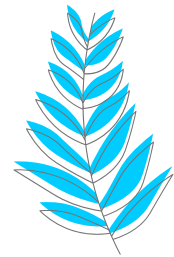
SYNTHESISE

The skill to form sound judgements combining information and determining importance

SIMPLIFY

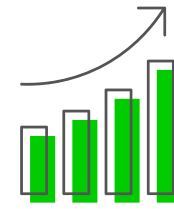
The skill to distill the most critical elements into an easy to understand form

The Five O's Framework



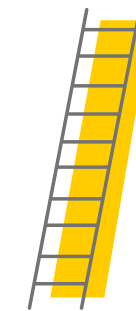
HAVE AN OPEN MIND

We will adopt a growth mindset through which we will always be open to new ideas and reduce defensive attitudes to a thing of the past.



BE OPTIMISTIC

We will adopt an optimistic mindset so that lawyers are viewed as business partners, not business blockers.



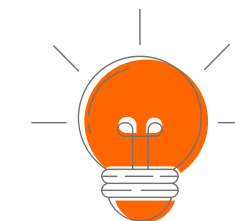
MAKE AND TAKE OPPORTUNITIES

We will encourage lawyers to make and take opportunities outside of the traditional lens of risk avoidance.



TAKE OWNERSHIP

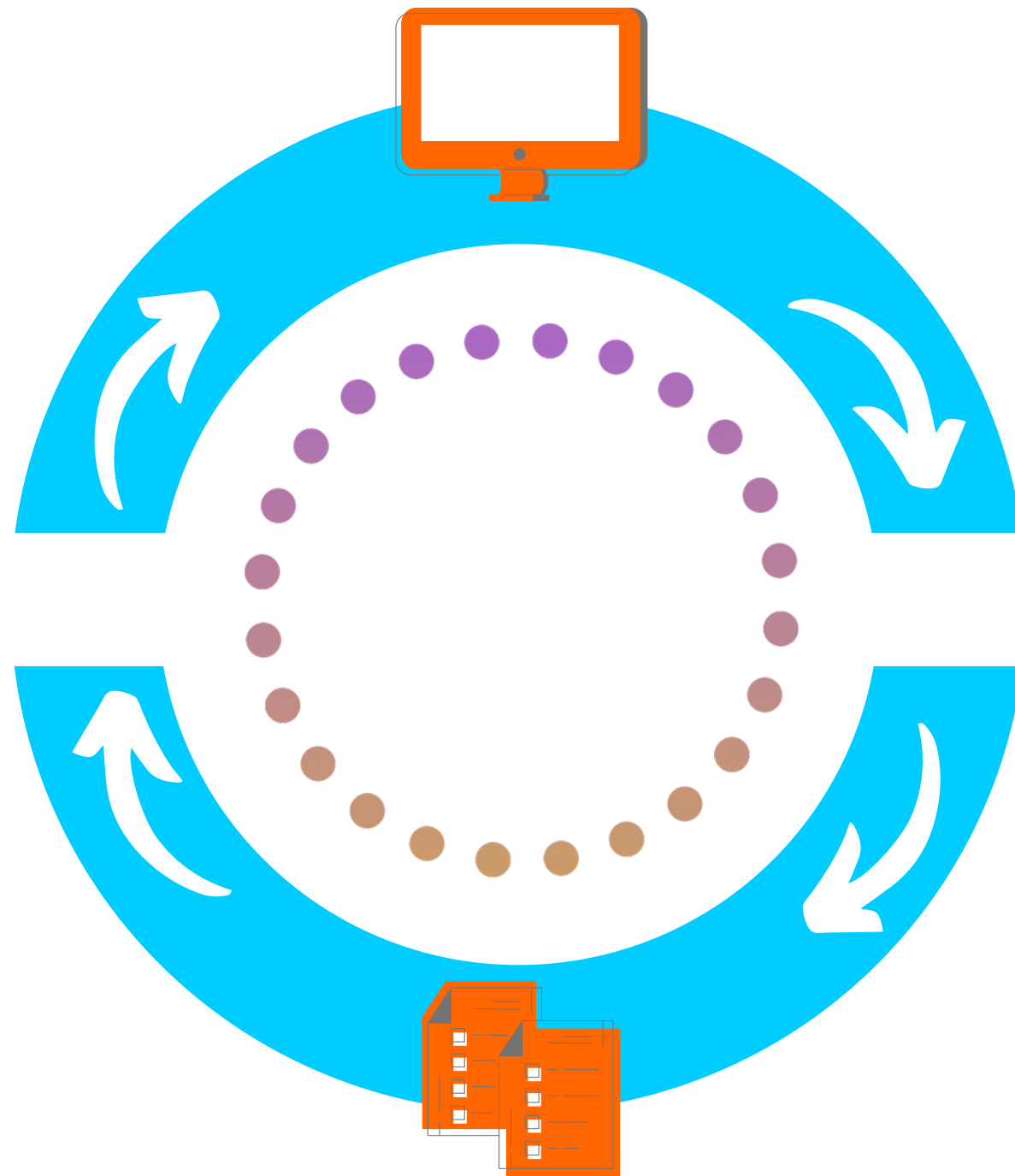
We will focus on taking accountability for business driven outcomes beyond pure technical legal advice.



BE ORIGINAL

We will be creative and innovative in our approach to problem solving. We will look forward, not backward.

The O Shaped Lawyer Work-streams



EDUCATION STREAM

Working with universities and law schools to shape the future of legal education for years to come.

PRACTICE STREAM

Working with private practice firms and in-house counsel to understand the needs of the profession and to demonstrate how powerful the O Shaped attributes are in real-world relationships.



EDUCATION STREAM

KING'S
College
LONDON



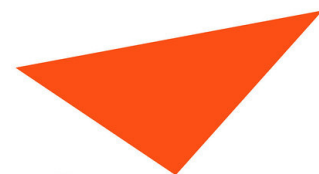
UNIVERSITY OF
BIRMINGHAM

YORK
UNIVERSITÉ
UNIVERSITY



BPP
UNIVERSITY

The
University of
Law



Aston University
Birmingham



BIRMINGHAM CITY
University



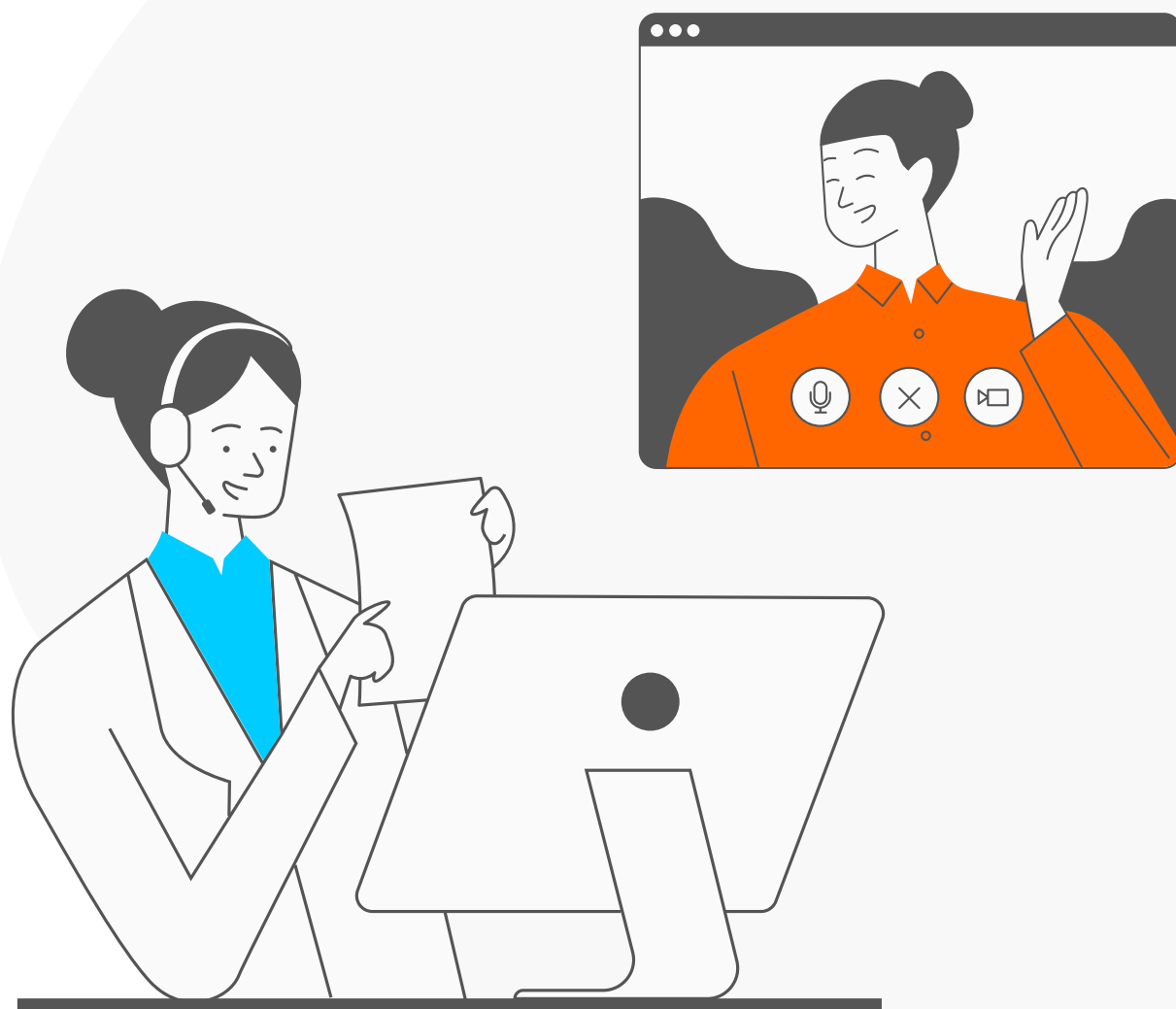
The College
of Legal Practice



Newman
University
BIRMINGHAM



O Shaped Lawyers



THE O SHAPED LAWYER® AND THE
UNIVERSITY OF LAW PRESENT:

AN INTRODUCTION TO THE O SHAPED LAWYER®: BUILDING RELATIONSHIPS



Course Leader
JAMIE PENNINGTON

Visiting Professor in
Leadership & Management

Course Overview

By the end of the course the attendees will understand what it means to be an O Shaped Lawyer. They will learn how their own behavioural preferences affect how they think, work and act. They will be able to recognise and empathise with other people's preferences and adapt their own communication style to build strong relationships with both colleagues and clients.

The O Shaped Lawyer® Programme exists to make the profession better - for those who work in it, for those who use it, and for those who are entering it. The movement started with a small group of GCs wanting to make a positive difference to the profession and now represents the vision of a range of senior leaders from across the legal industry.

A core element of the O Shaped Lawyer movement is the modernisation of legal education. At ULaw we recognise that the O Shaped Lawyer principles have become synonymous across the profession with the lawyer of the future. We want to not only endorse the O Shaped vision, but implement it. We are therefore delighted to offer the first ever O Shaped Lawyer course. On this one-day introductory session we will focus on bringing a core element of the O to life - building relationships. Within an immersive and practical session, we will demonstrate the effectiveness of O Shaped principles and allow lawyers to start their journey to becoming more O Shaped.

Course details:

- An introduction to The O Shaped Lawyer®
- Perspectives from leading GCs
- Understanding your own behavioural preferences using the Insights Discovery® model
- Exploring strengths, weaknesses and their implications
- Developing empathy by seeing others' worldviews
- Recognising others' preferences in small-group interviews with GCs
- Toolkit of practical steps to adapt and communicate with others
- Creating a personal action plan for building relationships

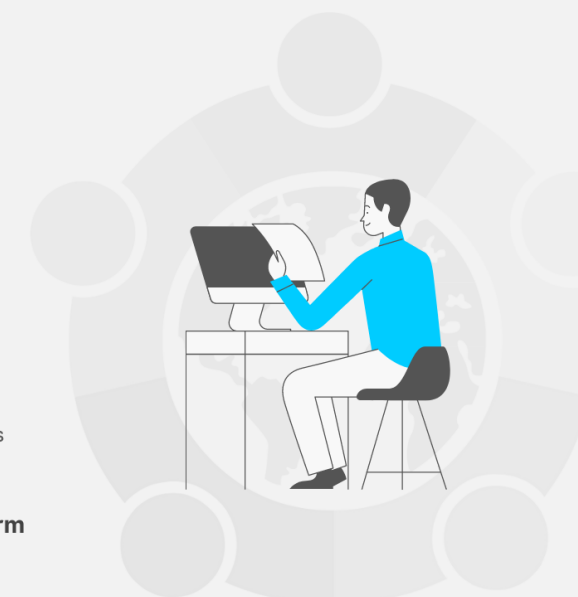
When: 24 September 2020

Where: Collaborate - ULaw's online learning platform

Price: £100 per person + VAT

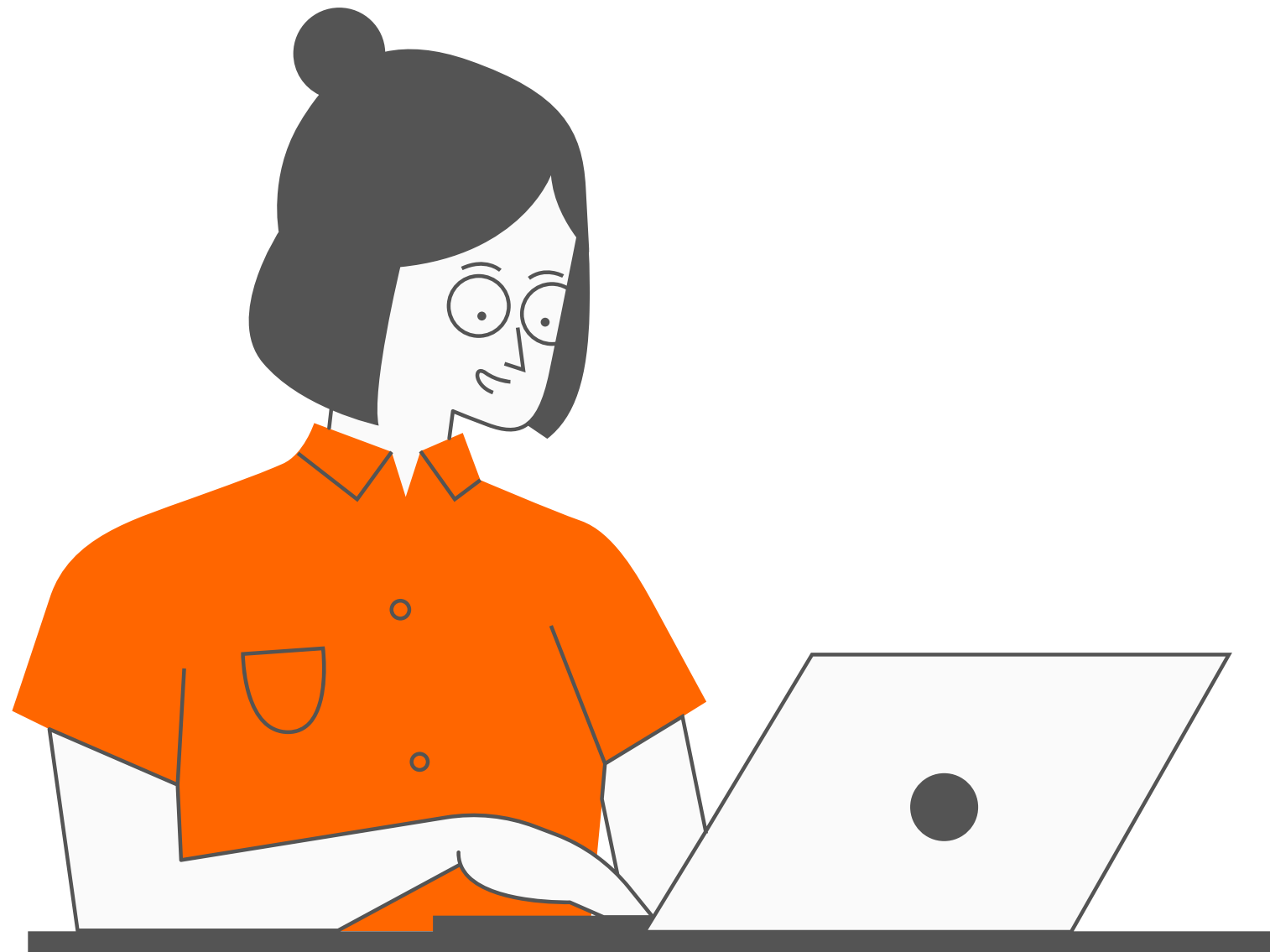
How: Contact InHouseTraining@law.ac.uk to sign up

The course is digital-first - it combines case studies, individual and small group exercises, interaction with current GCs, video clips and personal reflection. To find out more about The O Shaped Lawyer® Programme, visit www.oshapedlawyer.com or to register your place on the course, contact InHouseTraining@law.ac.uk

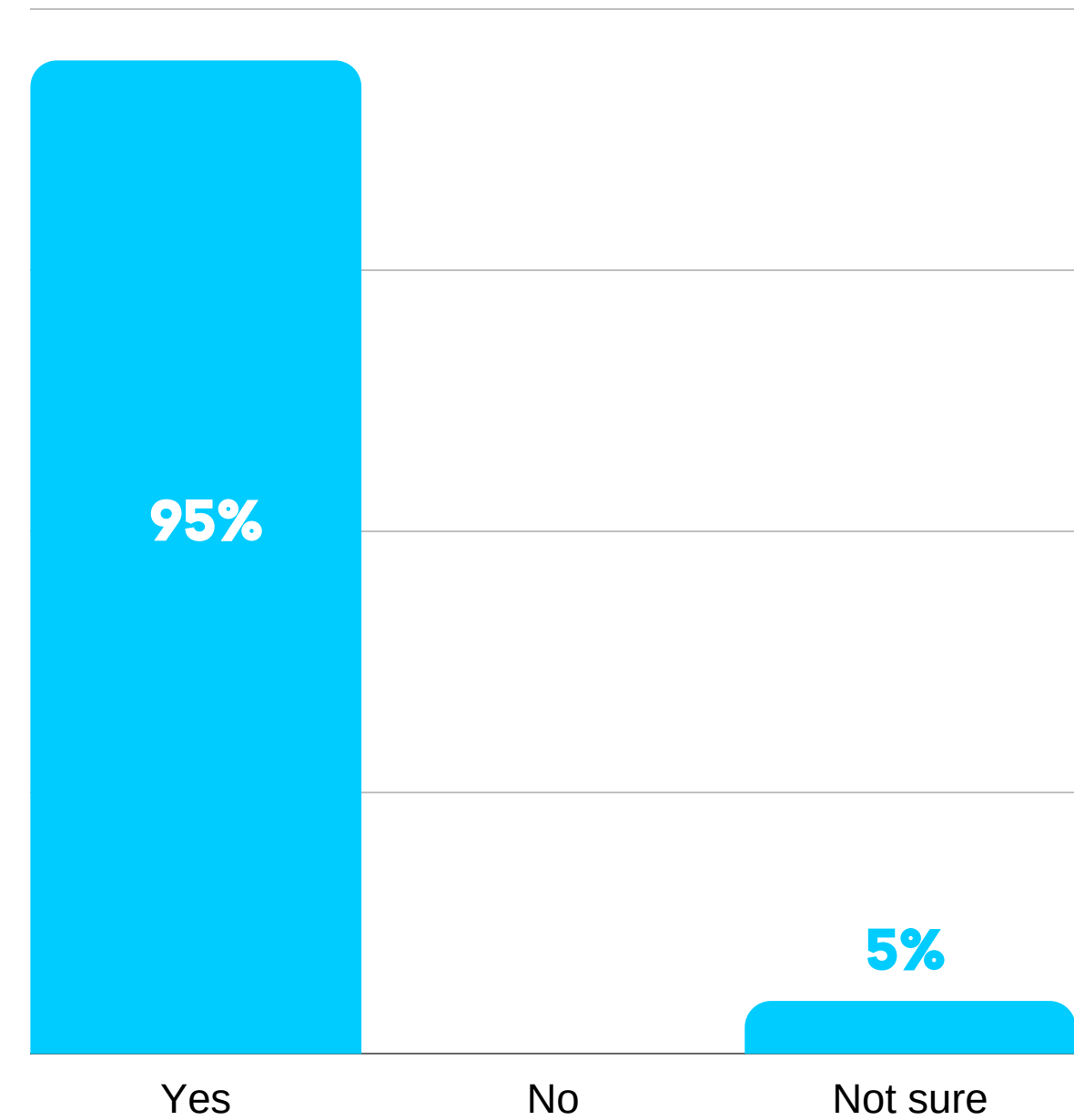


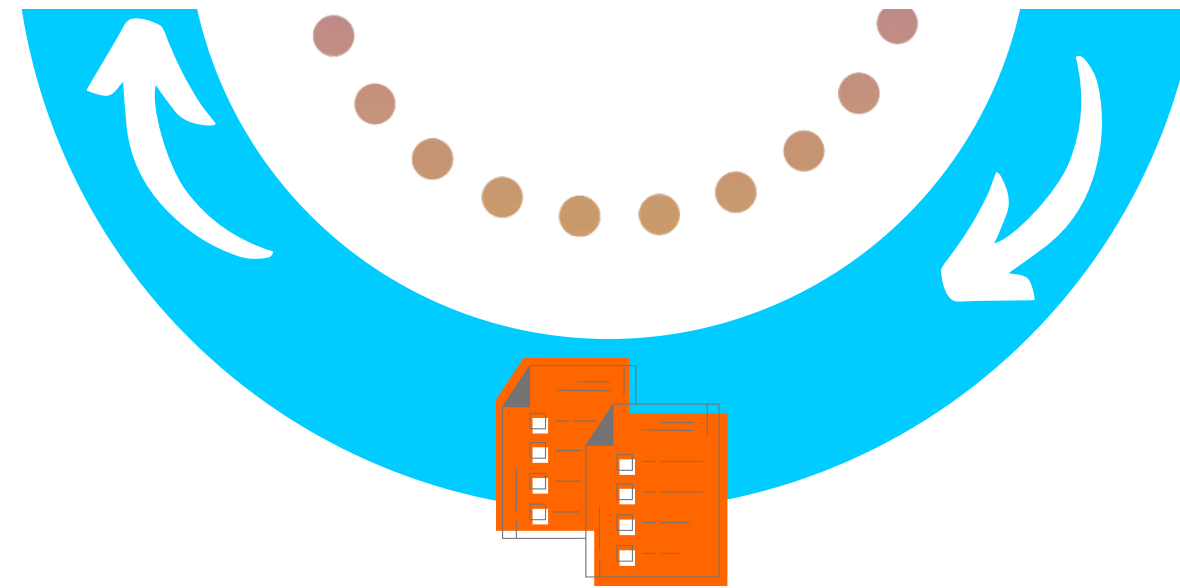
We asked GCs:

DO YOU THINK LAW SCHOOLS
SHOULD PROVIDE MODULES ON
O SHAPED ATTRIBUTES?



They answered:





PRACTICE STREAM

Current Pilot Participants:

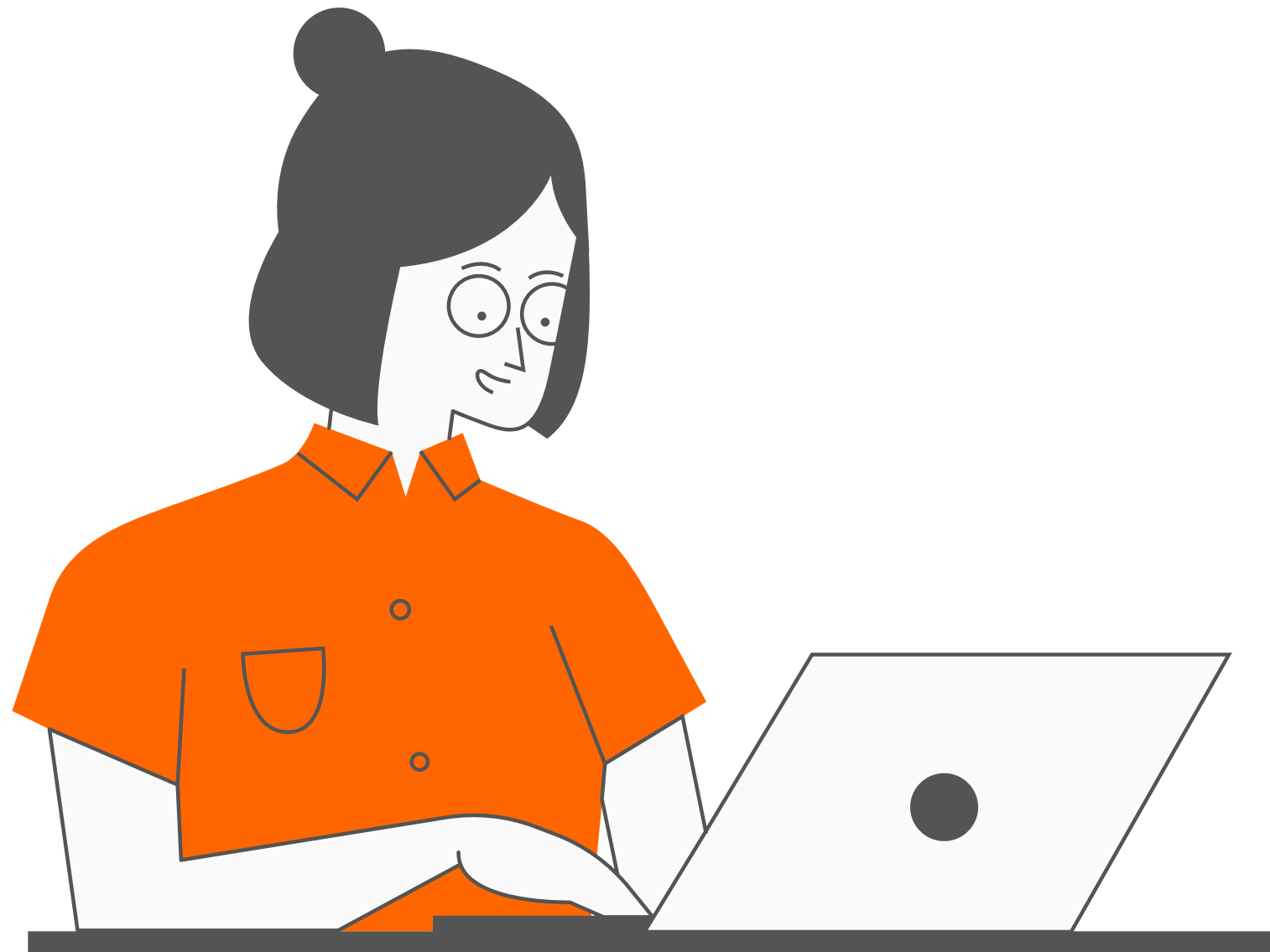


EVERSHEDS
SUTHERLAND

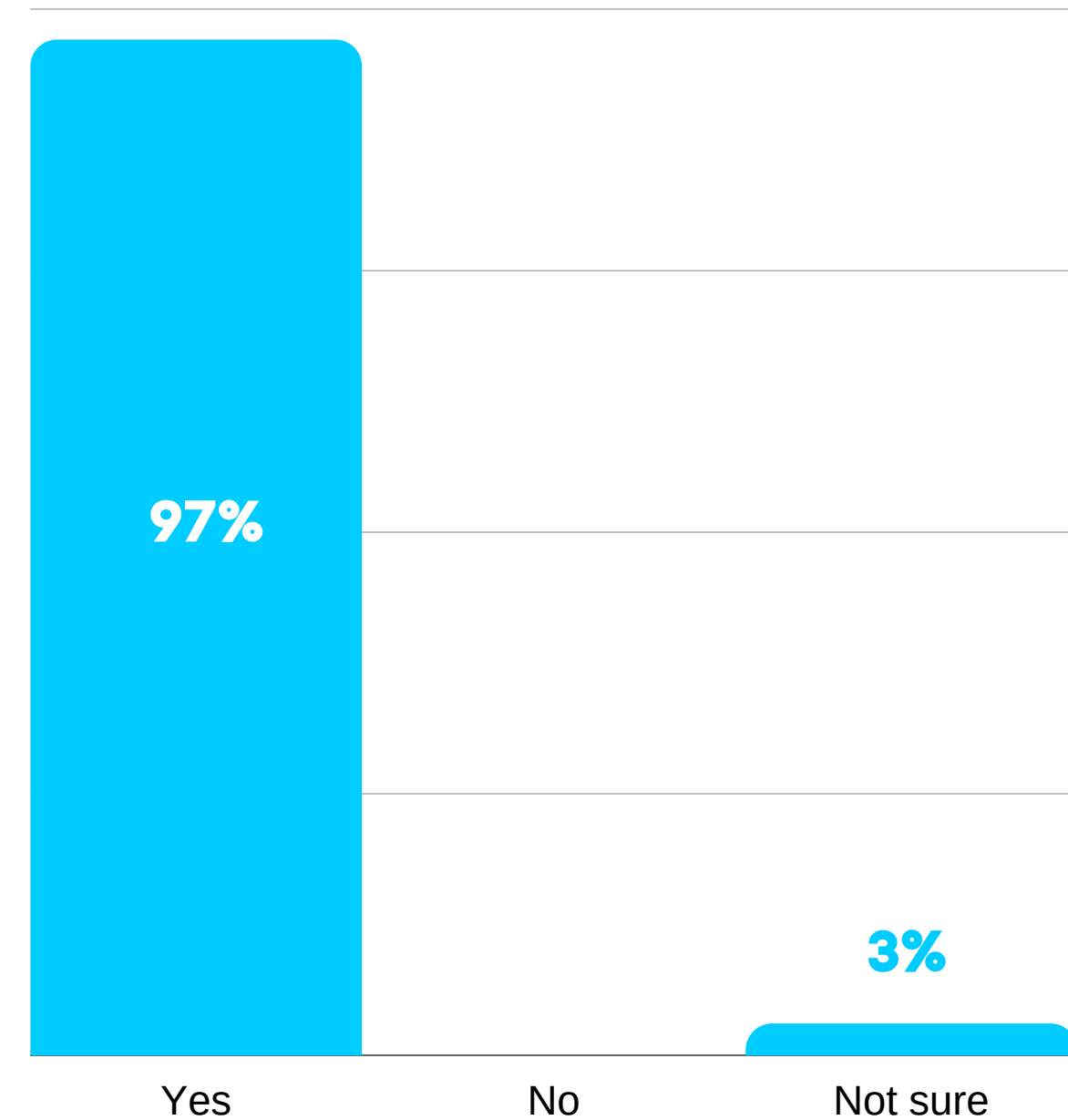


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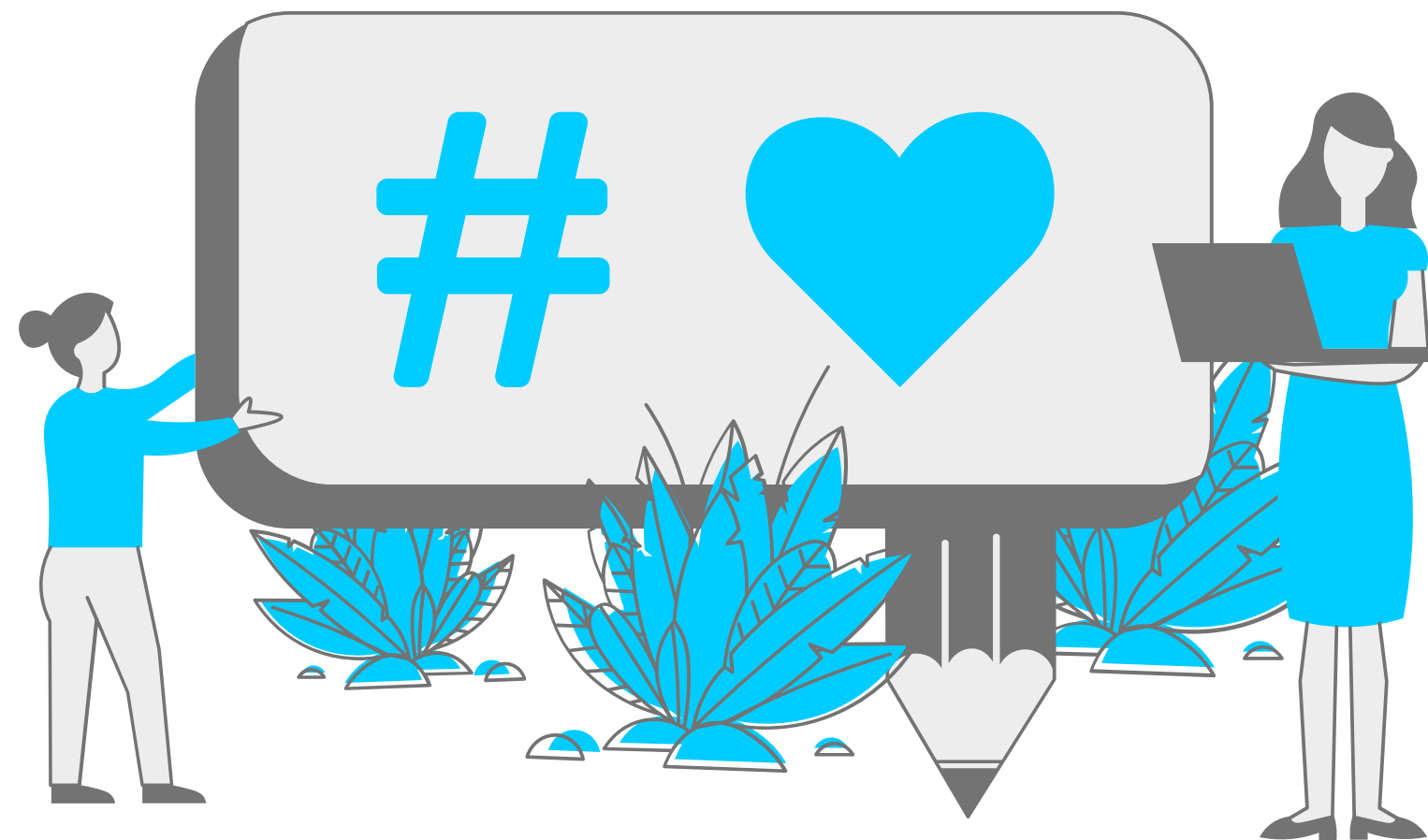
IF WE PROVIDED YOU WITH THE TOOLS,
WOULD YOU BE INTERESTED IN
ENGAGING WITH YOUR LAW FIRMS IN A
MORE O SHAPED WAY?



They answered:



THANK YOU FOR LISTENING!



Remember to:



visit our website: www.oshapedlawyer.com



join our LinkedIn Group



The O Shaped Lawyer



info@oshapedlawyer.com



www.oshapedlawyer.com



www.linkedin.com/groups/8863379