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COURSE BROCHURE

# Advanced General Counsel Leadership Training Course

11 – 22 April 2027
Cairo

**jupiterprime.uk**

info@jupiterprime.uk

Registered in the United Kingdom and Saudi Arabia

# Advanced General Counsel Leadership Training Course

**Ref:** 595_21933 **Date:** 11 – 22 April 2027 **Location:** Cairo **Fees:** 6000 GBP

General Counsel Leadership is a 2-week advanced training course for general counsel, heads of legal and senior in-house lawyers, in which each participant builds a legal function strategy and board reporting pack for their own organisation. Boards now expect the chief legal officer to shape strategy, quantify legal exposure and lead through investigations and crises, not only to answer legal questions. Jupiter Prime Training delivers general counsel leadership for the most senior in-house lawyers.

## Why General Counsel Leadership Matters Now

Three forces are reshaping the top legal role. Boards and audit committees want legal exposure reported with the same discipline as financial and operational risk, so the general counsel sits closer to strategy than ever. Finance directors scrutinise external legal spend and ask whether work belongs in-house, with panel firms or with alternative providers. Regulatory enforcement, whistleblowing and reputational events also arrive faster, leaving little time to organise a response. Legal functions led well become trusted advisers that speed decisions; those led poorly are bypassed until something goes wrong. The course draws on the legal operations framework of the Corporate Legal Operations Consortium CLOC.

## Who Gains Most from General Counsel Leadership

- Chief legal officers who advise the board and executive committee on legal exposure and strategy
- Heads of legal who set the structure, budget and priorities of an in-house function
- Deputy general counsel preparing to lead a function or a regional legal hub
- Company secretaries and governance counsel who support board processes and disclosures
- Senior in-house lawyers who oversee investigations, litigation portfolios or external counsel panels

A legal leadership group gains most when the general counsel and the direct reports attend together and leave with one agreed strategy, one spend model and one escalation protocol.

## General Counsel Leadership Capabilities

Participants move from running legal matters to running a legal function: setting its direction, funding it, measuring it and leading it when the organisation is under pressure.

- Design a legal function strategy aligned with the business plan — chief executive and board
- Build a legal risk heat map and quarterly board report — audit and risk committees
- Calculate total legal spend and set the in-house versus external sourcing mix — finance directors
- Specify panel terms, matter budgets and alternative fee arrangements — external law firms
- Apply an investigation and crisis response protocol with clear privilege controls — executive leadership
- Assess legal operations maturity and prioritise technology and process improvements — legal leadership group

## Key General Counsel Leadership Terms

- Legal risk appetite — the level of legal and regulatory exposure the board is willing to accept in pursuit of its objectives.
- Legal operations — the business functions, processes and technology that let a legal department deliver advice efficiently.
- Outside counsel guidelines — the written rules a legal department sets for law firms on staffing, billing, reporting and conduct.
- Alternative fee arrangement — any pricing model for legal work other than the hourly rate, such as fixed, capped or success fees.
- Legal privilege — the protection that keeps certain lawyer-client communications confidential and shields them from disclosure.
- Matter management — the tracking of each legal matter's scope, budget, status, outcome and external providers in one record.

## General Counsel Leadership Day by Day

## Day 1: The Modern Chief Legal Officer

- General Counsel Role Archetypes — Choosing Between Guardian, Adviser And Strategist
- Stakeholder Map Of The Legal Function — Prioritising Board And Executive Relationships
- Forces Reshaping In-House Practice — Anticipating Enforcement, Spend And Technology Pressures
- Case Studies From Banking And Energy — Lessons From Legal Leadership Failures
- Personal Leadership Diagnostic — Setting Development Priorities For The Course

## Day 2: Legal Function Strategy

- Business Plan Alignment — Linking Legal Priorities To Commercial Objectives
- Legal Service Catalogue — Defining What The Function Does And Declines
- Operating Model Options — Centralised, Embedded Or Hub-And-Spoke Structures
- Demand Triage Rules — Routing Requests By Risk And Value
- Strategy On A Page — Communicating Direction To Business Leaders

## Day 3: Advising the Board

- Directors' Duties Briefings — Framing Legal Advice For Board Decisions
- Board Paper Legal Review — Spotting Exposure Before Resolutions Pass
- Conflicts Of Interest Procedures — Protecting Board Decisions From Challenge
- Corporate Governance Code Alignment — Testing Board Processes Against Recognised Practice
- Difficult Advice Delivery — Saying No While Offering A Route Forward

## Day 4: Legal Risk and Reporting

- Legal Risk Taxonomy — Classifying Contractual, Regulatory And Litigation Exposure
- Legal Risk Heat Map — Rating Likelihood And Impact Consistently
- Legal Risk Appetite Statement — Agreeing Tolerances With The Board
- Quarterly Board Legal Report — Presenting Trends, Matters And Provisions
- Litigation Portfolio Review — Deciding Settle, Defend Or Pursue Positions

## Day 5: Budgeting and Legal Spend

- Legal Budget Construction — Separating Run Costs From Matter Spend
- Total Cost Of Legal Analysis — Comparing In-House And External Delivery
- Spend Analytics By Matter Type — Finding Leakage And Overruns
- Accrual And Provision Forecasting — Aligning Legal Estimates With Finance
- Business Case For Headcount — Justifying New Legal Roles

## Day 6: Managing Outside Counsel

- Panel Firm Selection — Running A Transparent Tender For Legal Services
- Outside Counsel Guidelines — Setting Staffing, Billing And Reporting Rules
- Alternative Fee Arrangements — Choosing Fixed, Capped Or Success Pricing
- Matter Budget Approval — Controlling Scope Changes And Overruns
- Law Firm Performance Scorecard — Rewarding Value And Ending Weak Relationships

## Day 7: Investigations and Crisis Response

- Whistleblowing Intake And Triage — Deciding When An Investigation Starts
- Internal Investigation Protocol — Scoping, Interviewing And Preserving Evidence
- Privilege Protection Measures — Structuring Work To Keep Communications Confidential
- Crisis Response Playbook — Coordinating Legal, Communications And Executive Roles
- Regulator And Law Enforcement Contact — Managing Requests And Disclosures

## Day 8: Legal Operations and Technology

- CLOC Legal Operations Framework — Assessing Maturity Across Functional Areas
- Matter Management Systems — Capturing Workload, Status And Outcomes
- Contract Lifecycle And Document Automation — Releasing Lawyer Time For Advice
- Legal Function Metrics — Measuring Speed, Cost And Satisfaction
- Technology Roadmap Prioritisation — Sequencing Investments By Return

## Day 9: Leading the Legal Team

- Legal Talent Model — Balancing Specialists, Generalists And Paralegals
- Succession And Capability Planning — Preparing The Next Legal Leaders
- Ethics And Independence Safeguards — Protecting The General Counsel's Professional Duties
- Culture Of Commercial Partnership — Building Trust With Business Units
- Performance Conversations For Lawyers — Setting Expectations And Feedback

## Day 10: Practising the Legal Function Strategy and Board Reporting Pack

- Board Simulation On A Material Legal Risk — Applying Advisory And Reporting Methods
- Spend And Sourcing Exercise — Applying Budget And Panel Decisions
- Crisis Scenario Walk-Through — Applying Investigation And Response Protocols
- Peer Challenge Of Strategy On A Page — Refining Priorities And Measures
- Legal Function Strategy And Board Reporting Pack — Presenting The Pack For Challenge

## Applying General Counsel Leadership After the Course

- Produce a first legal risk heat map with ratings for the top ten exposures and agree it with the chair of the audit committee.
- Analyse twelve months of external legal spend by matter type and firm, then issue revised outside counsel guidelines to panel firms.

## General Counsel Leadership Questions FAQ

### What is general counsel leadership, and why does it matter now?

General counsel leadership is the practice of setting strategy for an in-house legal function, advising the board and leading legal responses to risk and crisis. It matters now because boards expect legal exposure reported rigorously and legal spend justified like any other investment.

### Which roles gain most from general counsel leadership training?

General counsel, heads of legal and deputy general counsel gain most, because they own the function's strategy, budget and board relationship. Senior in-house lawyers who lead investigations, litigation or external counsel panels also benefit as they prepare for the top role.

### How does general counsel leadership training differ from a corporate governance course?

It treats governance as one part of running a legal function. A corporate governance course focuses on board structures and codes; this course adds legal strategy, spend control, outside counsel management, investigations, legal operations and team leadership, from the chief legal officer's seat.

## What do you bring back from general counsel leadership training?

You bring back a legal function strategy and board reporting pack for your own organisation, covering priorities, operating model, risk heat map, budget and sourcing mix, crisis protocol and legal operations roadmap, ready to share with your chief executive.

## General Counsel Leadership: The Way Forward

The legal function strategy and board reporting pack first informs the next quarterly legal report to the board or audit committee. The general counsel, legal leadership group and finance partner use it through the budget cycle. After its first board presentation, revisit the risk ratings and sourcing mix, because directors' questions reveal which exposures and costs matter most to them.