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COURSE BROCHURE

Advanced Real Estate Legal Function Leadership Training Course

22 March – 2 April 2027
Rome

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Registered in the United Kingdom and Saudi Arabia

Advanced Real Estate Legal Function Leadership Training Course

Ref: 291_9616 **Date:** 22 March – 2 April 2027 **Location:** Rome **Fees:** 10500 GBP

Real Estate Legal Function Leadership is a 2-week advanced training course for in-house lawyers, legal team heads and property legal counsel moving into management, built around one work product, a legal function leadership plan. Developers, landlords, REITs and facilities service firms now expect their lawyers to run a team, a budget and a risk portfolio, not only to draft contracts. Jupiter Prime Training delivers this course on Real Estate Legal Function Leadership.

Why Real Estate Legal Function Leadership Matters Now

Three groups are reshaping in-house legal work in property organisations. Boards and executives want legal advice framed as business risk and options, delivered at deal speed. Finance teams scrutinise external legal spend and ask the legal function to justify headcount and panel firms. Regulators, lenders and joint venture partners demand tighter control of title, leasing, construction and disclosure risk. A legal function led well becomes a trusted partner in land acquisition, development and asset management; one led poorly becomes a bottleneck or a source of costly disputes. The course draws on recognised practice in legal operations, matter management and enterprise risk management, described in general terms.

Who Gains Most from Real Estate Legal Function Leadership

- Lawyers newly responsible for leading an in-house legal team in a property business
- Senior counsel who manage leasing, development or construction legal workstreams
- Legal heads accountable for outside counsel panels and legal budgets
- Company secretarial leads who advise boards on property transactions and governance
- Legal operations leads who run matter systems, templates and reporting

A property group's legal department gains most when its counsel, company secretarial and legal operations leads attend together and agree one operating model.

Real Estate Legal Function Leadership Capabilities

Participants leave able to run the legal function as a service to the property business, with clear priorities, measured risk and controlled cost.

- Design a legal function operating model with roles, intake and service levels — executive leadership
- Build a legal risk register for land, leasing, construction and financing matters — risk committees
- Calculate legal budgets and track outside counsel spend against matter plans — finance partners
- Specify outside counsel panel terms, fee arrangements and performance reviews — procurement
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Communicate legal advice to boards as options, risks and recommendations — directors
- Assess team capability and design development paths for lawyers — human resources

Key Real Estate Legal Function Leadership Terms

- Legal Operations — the business discipline of running a legal function through process, technology, data, budgeting and supplier management.
- Matter Management — the tracking of each legal matter's scope, owner, status, cost and risk from intake to closure.
- Outside Counsel Panel — a selected group of external law firms appointed on agreed terms to handle specified work.
- Alternative Fee Arrangement — a pricing method other than hourly billing, such as fixed, capped or success-based fees.
- Legal Risk Register — a record of legal exposures, their likelihood, impact, owner and mitigating actions.
- Legal Intake Process — the agreed route by which business units request legal support and matters are prioritised.

Real Estate Legal Function Leadership Day by Day

Day 1: The Legal Function in a Property Business

- Property Business Model Review — Where Legal Adds and Protects Value
- Legal Function Maturity Assessment — Reactive Adviser to Strategic Partner
- Stakeholder Expectations Mapping — Board, Developers, Asset Managers and Finance
- Lawyer to Leader Transition — Letting Go of Drafting Control
- Personal Leadership Profile — Strengths, Blind Spots and Style

Day 2: Operating Model and Structure

- Legal Operating Model Design — Centralised, Embedded and Hybrid Options
- Legal Intake and Triage — Prioritising Requests by Risk and Value
- Service Level Charter — Response Times and Business Responsibilities
- Self-Service Templates — Standard Leases, NDAs and Consultancy Agreements
- Delegation of Authority — Who Signs What in Property Transactions

Day 3: Legal Risk Across the Property Lifecycle

- Land Acquisition Risk — Title, Zoning and Encumbrance Review
- Development and Construction Risk — Contract Forms, Variations and Claims
- Leasing Portfolio Risk — Rent Reviews, Breaks and Tenant Defaults
- Financing and Security Risk — Covenants, Guarantees and Step-In Rights
- Legal Risk Register Build — Scoring and Owning Exposures

Day 4: Matter Portfolio Management

- Matter Portfolio Mapping — Volume, Complexity and Strategic Weight
- Matter Planning — Scope, Milestones and Budgets for Major Deals
- Dispute Portfolio Oversight — Litigation, Arbitration and Settlement Options
- Early Case Assessment — Merits, Cost and Business Impact
- Matter Closure Reviews — Capturing Lessons and Precedents

Day 5: Legal Operations and Technology

- Legal Operations Framework — Process, People, Technology and Data
- Matter Management Systems — Selecting and Configuring Platforms
- Contract Lifecycle Management — Templates, Approvals and Obligations Tracking
- Document Automation — Reducing Time on Routine Leases and Notices
- Legal Data Dashboards — Workload, Cycle Time and Risk Trends

Day 6: Legal Budgets and Outside Counsel

- Legal Budget Construction — Internal Costs, External Spend and Contingency
- Outside Counsel Panel Selection — Expertise, Coverage and Rates
- Alternative Fee Arrangements — Fixed, Capped and Phased Pricing
- Billing Guidelines and Invoice Review — Controlling Leakage
- Panel Performance Reviews — Quality, Responsiveness and Value Scoring

Day 7: Advising Boards and Executives

- Board Paper Writing — Options, Risks and Recommendations on One Page
- Legal Opinion Framing — Translating Law Into Business Choices
- Corporate Governance Support — Board Procedures and Minutes
- Joint Venture and Partnership Governance — Reserved Matters and Deadlocks
- Crisis Legal Response — Investigations, Disclosure and Communications

Day 8: Leading and Developing Lawyers

- Team Capability Matrix — Mapping Skills Against Property Workstreams
- Coaching Conversations — Developing Judgement in Junior Lawyers
- Performance Objectives for Lawyers — Quality, Timeliness and Business Impact
- Workload Allocation — Balancing Deals, Disputes and Advisory Work
- Succession and Retention Plans — Protecting Key Legal Knowledge

Day 9: Influence, Ethics and Independence

- Stakeholder Influence Strategies — Gaining a Seat in Deal Decisions
- Negotiation Leadership — Supporting Commercial Teams in Major Transactions
- Ethical Boundaries for In-House Counsel — Independence and Escalation
- Conflicts of Interest Handling — Related Parties and Group Companies
- Value Reporting — Showing Legal Contribution to the Business

Day 10: Practising the Legal Function Leadership Plan

- Case Legal Function Diagnosis — Applying the Maturity and Stakeholder Review
- Operating Model and Intake Design — Applying Structure Choices to the Case
- Risk and Budget Alignment — Applying the Register and Panel Controls
- Board Presentation Rehearsal — Defending Priorities Before Peers
- Legal Function Leadership Plan — Completing the Twelve-Month Plan

Applying Real Estate Legal Function Leadership After the Course

- Introduce a legal intake form and triage rule for one business unit and report the first month's volume, cycle time and risk profile.
- Review the last quarter's outside counsel invoices against billing guidelines and propose a fixed or capped fee pilot for routine leasing work.

Real Estate Legal Function Leadership Questions FAQ

What is Real Estate Legal Function Leadership and why does it matter now?

Real Estate Legal Function Leadership is the management of an in-house legal team serving a property business, covering structure, risk, budgets and board advice. It matters now because boards, lenders and finance teams expect faster, cost-controlled and risk-focused legal support.

Which roles gain most from Real Estate Legal Function Leadership?

In-house lawyers, legal team heads and property legal counsel moving into management gain most. Company secretarial and legal operations leads also benefit because the course covers governance support, matter systems and reporting.

How does Real Estate Legal Function Leadership differ from a property law course?

It develops leadership and management of a legal team rather than legal technical knowledge. A property law course covers leases, title and contracts, while this course covers operating models, risk registers, budgets, outside counsel and board advice.

What do you bring back from Real Estate Legal Function Leadership?

You bring back a legal function leadership plan with an operating model, intake process, legal risk register, budget and panel controls, team development actions and a board communication approach.

Real Estate Legal Function Leadership: The Way Forward

The legal function leadership plan gives the head of legal a single basis for the next resourcing decision, often whether to add internal headcount or rebalance outside counsel spend. Senior counsel, legal operations leads and finance partners use it to align priorities and budgets. After the first quarter, revisit intake data and risk scores to test whether priorities still match business demand.