

Table of contents

Key elements of a winning talent strategy for lawyers

Rebecca Normand-Hochman
Institute of Legal Talent
& Leadership

Driving business results through talent

Marc Bartel
Korn Ferry
Caroline Vanovermeire
Dentsu Aegis Network

Understanding the lawyer's brain

Larry Richard
LawyerBrain LLC

Managing talent in global law firms

Jay Connolly
Dentons

A smart collaboration strategy to promote strategic goals

Heidi K Gardner
Harvard Law School

Leading lawyers through change

Robert Sharpe
Consultant psychologist

Creating effective relationships

Sarah Martin
Martin & Levin; Oxford Said
Business School

Developing leaders – How to grow leaders for the firm's future

Rebecca Normand-Hochman
Institute of Legal Talent
& Leadership

New approaches to performance management

Jean-Baptiste Lebel
Allen & Overy, Paris

Partner selection and promotion

Tony King
Consultant

Building sustainable client relationships without selling

Kevin Doolan
Møller Institute
Moray McLaren
Lexington Consultants

Coaching and mentoring

Jonathan Middleburgh

Middleburgh Associates;

Edge International

Simon Pizzey

Business coach

**The critical role of
strategic onboarding in
partner lateral moves**

Phil Burdon

Donoma Advisors

Tom Spence

Donoma Advisors

Rebecca Normand-Hochman

Institute of Legal Talent

& Leadership

**Cultural intelligence –
an indispensable talent**

Peter Alfandary

PRA Development Limited

**The future of legal talent
management: adopting
an innovative mindset
for future challenges**

Shelley Dunstone

Legal Circles

<http://www.pbookshop.com>