

Business Simulation Workshop for Legal Practitioners



3rd Run: 16 March 2017 (Thursday) – 2.30pm to 5.30pm
4th Run: 4 May 2017 (Thursday) – 2.30pm to 5.30pm
(Please select only **ONE** session)

137 Cecil Street, Hengda Building
#03-01, Tokyo Room 1
Singapore 069537

Register at: <http://www.lawsoc.org.sg/en-gb/events.aspx>

ABOUT THIS WORKSHOP

Anyone working in a business environment needs to make business decisions and they should all know how a business works. This legal services business simulation game workshop will teach the following:

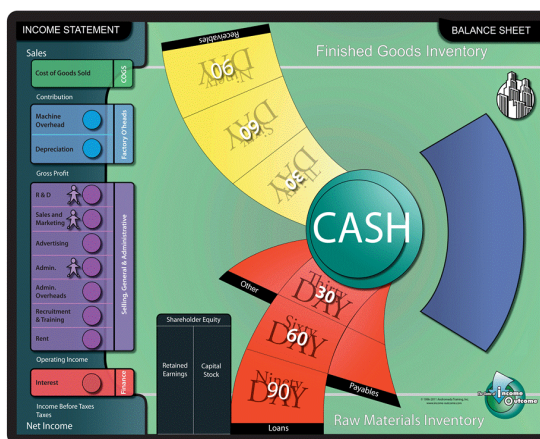
- Business literacy so that participants can learn to talk the talk of their clients;
- Business visualisation so that they can recognise the strengths, weaknesses, opportunities and threats that may exist in their clients' businesses;
- Business acumen so that they can develop insights based on careful business analysis and adapt their sales and marketing methodology to better meet their client's business needs.



LEARNING OUTCOMES

This three-hour workshop is an abbreviated version of the Income Outcome full entrepreneurial challenge business simulation which is aimed at ensuring participants understand (and develop skills and knowledge in):

- Billing and understanding how decisions made about what to bill, when to bill and how to bill can ultimately affect the legal services firm's profitability and financial position;
- Costing and understanding how decisions made about what to cost into a client's bill can ultimately affect the legal services firm's profitability and financial position;
- Working capital management and how decisions relating to billing can affect working capital and the overall liquidity and financial position of the firm.



No. of Public
CPD Points:
2.5 Points

Practice Area:
**Professional
Skills**

Training Level:
General

At the workshop, each team 'plays' out all of the major areas of a firm: strategic direction; marketing; marketing; client fees; cost management; capacity management; and efficiency. Each cycle of the game involves making decisions in all of these areas, demonstrating how a decision made in any one area impacts all other areas.

Through a fun and action packed game-based business simulation, participants will learn about billing, costing and working capital management in a business environment.

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PROGRAMME OUTLINE

3rd Run: 16 March 2017 (Thursday)

4th Run: 4th May 2017 (Thursday)

Time	Programme
2.00pm – 2.30pm	Registration
2.30pm – 3.00pm	<p>Entrepreneurial/Business challenges in the legal services environment</p> <p><i>Ramesh Ramachandra - Managing Director, Talent Leadership Crucible</i></p> <p><i>Eileen Cheng - Finance & Whole Business Thinking, Talent Leadership Crucible</i></p> <p><i>Worarat Pichpongsa - Finance & Whole Business Thinking, Talent Leadership Crucible</i></p>
3.00pm – 3.30pm	<p>Billing and the measurement of profitability and financial position</p> <p><i>Ramesh Ramachandra - Managing Director, Talent Leadership Crucible</i></p> <p><i>Eileen Cheng - Finance & Whole Business Thinking, Talent Leadership Crucible</i></p> <p><i>Worarat Pichpongsa - Finance & Whole Business Thinking, Talent Leadership Crucible</i></p>
3.30pm – 3.45pm	Tea break
3.45pm – 4.15pm	<p>Costing and the effect on profitability and financial position</p> <p><i>Ramesh Ramachandra - Managing Director, Talent Leadership Crucible</i></p> <p><i>Eileen Cheng - Finance & Whole Business Thinking, Talent Leadership Crucible</i></p> <p><i>Worarat Pichpongsa - Finance & Whole Business Thinking, Talent Leadership Crucible</i></p>
4.15pm – 5.15pm	<p>The management of working capital in the legal services environment</p> <p><i>Ramesh Ramachandra - Managing Director, Talent Leadership Crucible</i></p> <p><i>Eileen Cheng - Finance & Whole Business Thinking, Talent Leadership Crucible</i></p> <p><i>Worarat Pichpongsa - Finance & Whole Business Thinking, Talent Leadership Crucible</i></p>
5.15pm – 5.30pm	Discussion and wrap up
5.30pm	End

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FACILITATOR'S PROFILE



Ramesh Ramachandra - Managing Director, Talent Leadership Crucible

Ramesh's expertise is in consulting with business leaders to define and seize growth opportunities, rapidly improve performance, and attain specific, measurable business results. Her primary focus is on ensuring that strategies, plans, and goals are actionable and implemented.

She also provides individual consulting to executives and board members to extend their leadership capabilities in moving their organizations through change and expansion. She has additional expertise in addressing conflict resolution and succession issues to create a sustainable future and legacy for family-owned businesses.

She is the author of The 'Big Jump into Entrepreneurship' (2002) and several handbooks in Enterprise Development in North Korea.

Prior to founding Talent Leadership Crucible Pte Ltd, Ramesh founded and ran several businesses in the Asia Pacific region. She has successfully raised several millions in venture funding, managed business mergers and acquisitions, and expanded organizations into new regions. She is currently pursuing her doctorate in Innovation at the Singapore Management University.



Eileen Cheng - Finance & Whole Business Thinking, Talent Leadership Crucible

Eileen's diverse interests have led her to work in theatre as well as events management while still at university and then to work in the advertising industry servicing top FMCG companies in Asia specializing in Branding and Strategy.

Later she joined an international personal development training company where she eventually managed their Singapore and Thailand operations. She was instrumental in creating business processes and practices while also providing consulting, training and coaching for individuals and teams from diverse backgrounds.

Eileen excels in logical thinking whilst bringing to the table her keen sense of creativity. She has written and produced a full-length feature film which was selected for screening at the Cannes Film Festival.



Worarat Pichpongsa - Finance & Whole Business Thinking, Talent Leadership Crucible

Worarat started in real estate development consultancy where she delivered significant advisory projects for both leading developers and small-sized companies in Thailand.

Over the past 6 years, she has been working with an international team to provide consulting and training in various areas including leadership, communication, strategic thinking, and finance to corporate executives and management teams across Asia including Thailand, Singapore, Myanmar, and Vietnam.

Worarat holds double degrees in MBA and Master of Real Estate and Construction Management from the University of Denver, Colorado, USA and a Bachelor Degree in Architecture from Chulalongkorn University, Bangkok, Thailand. She is also a licensed architect and a member of Association of Siamese Architects under Royal Patronage.

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REGISTRATION FEES:

Session	Venue	<i>(inclusive of 7% GST and materials)</i>		
		Law Society Member / Employee of Small Law Firm (Law Practice with Less than 5 Lawyers)	Other Law Society Member / Employee of a Law Practice (except from Small Law Firm)	Non-Members of Law Society
*3 rd Run - 16 March 2017 2.30pm – 5.30pm	137 Cecil Street, Hengda Building, #03-01, Tokyo Room 1	\$ 181.90	\$ 192.60	\$ 224.70
*4 th Run - 4 May 2017 2.30pm – 5.30pm				

*Please select only **ONE** session.

Each session is only limited to 48 seats and allocation of seats is on a first-come-first-served basis.

To register, please visit our website at: <http://www.lawsoc.org.sg/en-gb/events.aspx>. For enquiries, please contact us at cpd@lawsoc.org.sg or 6530-0211.

Admin Note to Singapore Practitioners in relation to the Mandatory CPD Scheme:

No of Public CPD Points: **2.5 Points**
 Practice Area: **Professional Skills**
 Training Level: **General**

Participants who wish to claim CPD Points are reminded that they must comply strictly with the Attendance Policy set out in the CPD Guidelines. This includes signing-in on arrival and signing-out at the conclusion of the activity in the manner required by the organizer, and not being absent from the entire activity for more than 15 minutes. Participants who do not comply with the Attendance Policy will not be able to obtain CPD Points for attending the activity. Please refer to <http://www.sileCPDcentre.sg> for more information.

TERMS AND CONDITIONS:

- Allocation of seats is on a first come, first served basis.
- Registration closes on **9 March 2017 (Thursday), 12.00pm (3rd Run)** & **27 April 2017 (Thursday), 12.00pm (4th Run)** or when all seats are filled.
- The registration fee is due and payable upon registration and must be received prior to the event. Payment must be made by the closing date stated. Registration will only be confirmed upon receipt of full payment.
- The Law Society reserves the right to refuse to register or admit any participant, and to cancel or postpone the course or seminar.
- If you are unable to attend, a substitute delegate is welcome, provided that the Law Society is notified in writing of the name and particulars of the substitute delegate at least 3 working days before the seminar.

Cancellation and Refund of Fees

- Allocation of seats is on a first come, first served basis and seats are limited for each seminar. Registration closes on **9 March 2017 (Thursday), 12.00pm (3rd Run)** & **27 April 2017 (Thursday), 12.00pm (4th Run)** or when all seats are filled.
- Participants who cancel their registration before the commencement date shall be liable to pay the percentage of the seminar fee set out as follows:
 - 20 days before commencement date: 25% of seminar fee.
 - 19 to 8 days before commencement date: 50% of seminar fee.
 - 7 days or less before commencement date: 100% of seminar fee.
- A participant who is unable to attend the seminar due to medical exigencies will be subject to a cancellation fee of 50% of the seminar fee.

Note: In the course of the workshops, seminar, conferences or events, photographs of participants/videos or interviews of the participants could be conducted by the Society, or its appointed vendors, for the purpose of post event publicity of the respective workshops, seminar, conferences or events, either in the Society's official publication/website or any third party's publication/website approved by the Society.