



Boston University School of Management
Executive Programs

This course is part of an on-going programme devised by the IBA's Public and Professional Interest Division (PPID) to assist young lawyers and junior members of the profession with their understanding of the fundamentals of international legal practice.

Strategic Decision-Making for the Global Lawyer

Organised by the IBA in association with the Boston University
School of Management

0900 – 1730, Saturday 5 October 2013

**John B Hynes Veterans Memorial Convention Centre
900 Boylston Street
Boston, MA 02115**

A set of course materials will be made available to delegates.
The course will be conducted in English.

Registration fee is USD\$60 and lunch will be offered to all participants.

Strategic Decision-Making for the Global Lawyer Programme

Registration fee of USD\$60 includes lunch.

0900 – 0910 **Welcome and introduction**

0910 – 1210 **Corporate Strategies for Lawyers**

Professor John Kirks *Lecturer in Strategy & Innovation, Boston University's School of Management*

This session will introduce participants to issues associated with formulating and implementing business strategy in the interconnected global environment. We examine the difference between strategies for corporations and business units and their implications for legal departments. We will also discuss how the networked economy has created both opportunities and challenges for firms.

Tea / coffee will be served 1040 – 1055 outside the session room

1210 – 1300 **Lunch**

1300 – 1600 **Financial Decision Making for Lawyers**

Professor Michael Smith *Associate Professor of Accounting, Boston University School of Management*

This session examines the analytical tools to evaluate value creation, including Payback Period, Book Rate of Return, Net Present Value (NPV), and Internal Rate of Return (IRR). We will also explore the construction and interpretation of financial ratios and apply ratio analysis to evaluate firm performance and identify sources of risk. Lawyers will have a better understanding of financial terms and tools that are used in their transactional activities.

Tea / coffee will be served 1430 – 1445 outside the session room

1615 – 1730 **Panel Discussion: Driving Business Development**

The program will end with a practical discussion of corporate leaders and lawyers who have been involved in transformative business development activities. We will focus on how the networked economy has radically changed the ways in which successful lawyers and business development executives collaborate.

MOBILE TELEPHONES

Delegates are requested to ensure that mobile telephones and any other portable devices are switched off during the working sessions.