

Howard Kennedy and global legal network, Meritas



Client: Service: Design and deliver a law firm leadership meeting for 50 partners

Industry: Professional Services

Business Challenge: Collaboration is a critical enabler for successful professional service firms. It impacts client service levels and firm profitability, both of which Howard Kennedy were looking to improve. They needed to develop understanding, ownership and a shift in behaviour amongst the partner community to progress.

Solution: Working closely with the programme director of executive education from London Business School we developed a highly involving 24-hour programme, exploring the principles of collaboration. With partners experiencing the dynamics of collaboration and developing 'go to' market opportunities using a World Café Framework.

Results:

- Six sector focussed work streams established for the key opportunities
- A shift to more collaborative behaviours
- Howard Kennedy are a member of the global legal network, Meritas. Following the partners meeting, we have been engaged to design the 2020 Meritas Global Meeting bringing together 250 partners, from 150 law firms around the world to enable cross-border collaboration and drive growth.