



NECCA Professional Skills Roundtable Series:

Strategic Thinking for In-House Counsel

NECCA is pleased to welcome **Stewart Hirsch** back on November 18th to lead a workshop on **Strategic Thinking for In-House Counsel** directly following our morning program on Contract Drafting. So, please mark your calendars to stay on for this enlightening discussion, which will begin at approximately 10:30 and continue for an hour.

We hope to see this workshop as the start of a roundtable series of workshops on career skills development during this NECCA fiscal year.

Because many corporate executives express a desire that in-house attorneys be more strategic in their legal and business advice, this discussion will surely assist us in enhancing our skills and value to our organizations. The discussion will focus on:

- Anticipating events and trends affecting Company goals
- Identifying various risks and uncertainties in a changing industry
- Anticipating opportunities to create competitive advantages for the company

Stewart Hirsch, a long-time member of NECCA who has lead career workshops at NECCA before, has worked in-house at a number of domestic and multi-national companies including The TJX Companies, Staples, Welch's and D&B subsidiaries. He is now the Managing Director of Strategic Relationships LLC, an executive coaching firm. For more than 10 years, he has acted as a coach for C-Suite executives, including General Counsel and their direct reports, including Deputy General Counsel and Chief Compliance Officers in Fortune 500 companies and others. Stewart's coaching focuses on helping in-house lawyers advance professionally, think strategically, and engage effectively in critical conversations. He also helps them build trust-based relationships with C-Suite executives, Board members, peers and subordinates. Stewart spent over 100 hours interviewing CEOs, CFOs, General Counsel, and Board members to learn what is expected from lawyers as business executives in today's environment. Stewart has a number of published articles at InsideCounsel, and two specifically on Strategic Thinking, which may help you prepare for the discussion.

- <http://www.insidecounsel.com/2015/02/25/strategic-thinking-for-gcs>
- <http://www.insidecounsel.com/2015/04/01/framing-risk-integrate-functional-areas>

We look forward to seeing you next month to join us in this discussion.