



CONTINUOUS LEARNING EXPERT



1



CAPABILITY & OPPORTUNITY FOR POSITIVE CHANGE FROM WITHIN

1. You have what it takes!
2. Business impact is generated through human connection & collaboration
3. Outcomes include improved CX, staff retention, fulfilment & achievement of potential

2



AGENDA

1. Drivers
2. Context
3. The Case for Collaboration

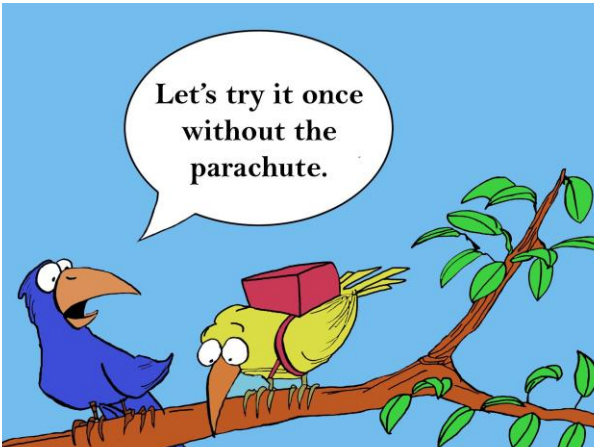
3



4



5



6

What have I learned?

1. Identifying and owning “the challenge” is crucial
2. Working with allied professionals is essential
3. The rewards can be significant and unexpected

If lawyers do not do this work, others will...



www.athenaprofessional.co.uk

10



WHAT DOES THE WORLD LOOK LIKE NOW?

 athena professional

11



12

£11.4Bn

~~5%~~ 1%

1%

LawTech UK Report July 2021

www.athenaprofessional.co.uk

This slide features a background image of a person's hands typing on a keyboard. The text is overlaid on this background. The top line reads '£11.4Bn' in red. Below it, '5%' is crossed out with a red 'X', and '1%' is written below that. To the right, a large '1%' is displayed. At the bottom left is a small circular logo, and at the bottom right is the website URL.

14

As seen on TV

The simpler way to deal with death

Write my will → Apply for probate → Arrange a funeral →

0191 5623464
DP CONVEYANCING

family law lab

Family Law reimaged

This advertisement has a yellow top section with a cartoon illustration of a person sitting at a desk with a plant. Below this is a white section with the text 'The simpler way to deal with death' and three buttons: 'Write my will →', 'Apply for probate →', and 'Arrange a funeral →'. The bottom section has a dark background with the 'family law lab' logo and the text 'Family Law reimaged'. A phone number and 'DP CONVEYANCING' logo are also present.

15

Disparate threads

The image shows a close-up of many colorful threads (red, blue, green, yellow, purple, orange) tangled together on a white surface. A white rectangular box with the text 'Disparate threads' is centered over the threads.

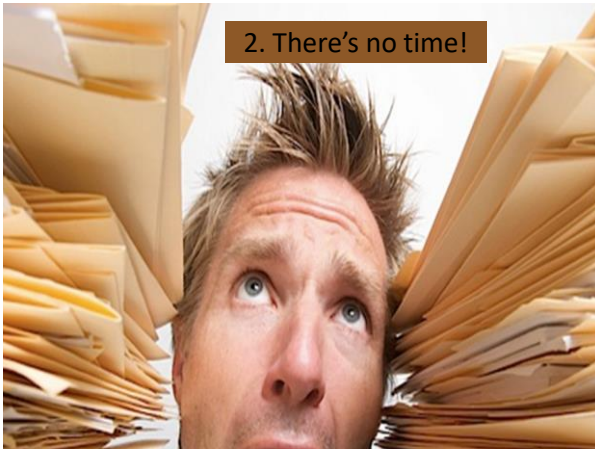
16



17



18



19



20



athena professional

21

Where do you spend your time?



Outward Focus
Long Term Focus
Being a Role Model
Inspiring others to deliver
Inspirational Communication
Strategies and Vision

Inward Focus
Short Term Focus
Coaching
Performance Management
Informational communication
Strategies and Outcomes

www.athenaprofessional.co.uk

25

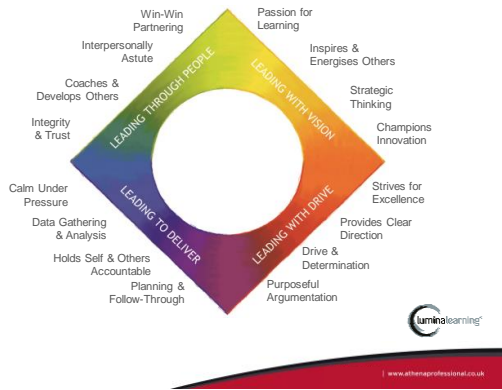
Who has the capability?

Leadership behaviours - Effective Qualities



26

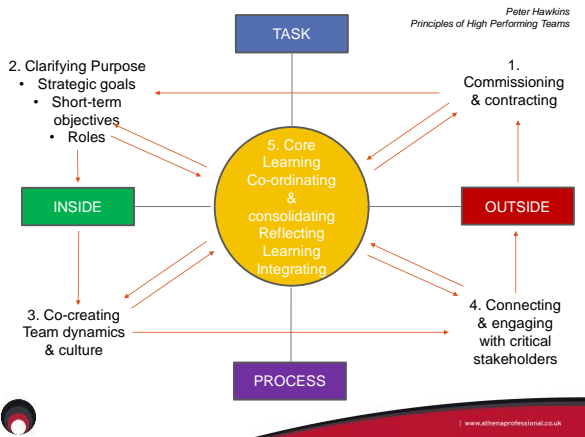
Effective Qualities



29



30



34

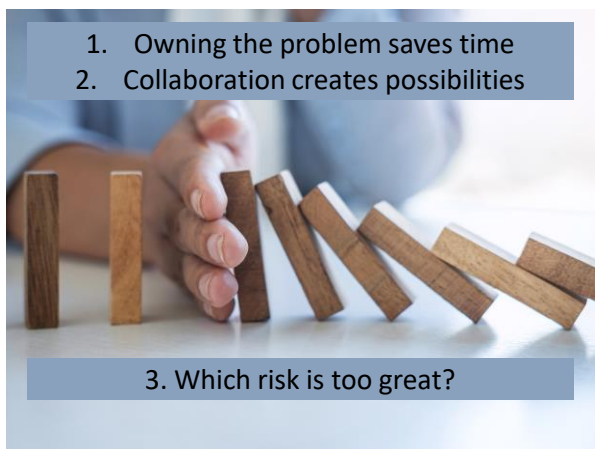
Legal

Lumina Spark Profile, N=178



1	Logical
2	Reliable
3	Tough
4	Sociable
5	Collaborative
6	Competitive
7	Conceptual
8	Takes Charge
9	Purposeful
10	Practical
11	Demonstrative
12	Cautious
13	Structured
14	Evidence-Based
15	Empathetic
16	Flexible
17	Spontaneous
18	Observing
19	Intuitive
20	Imaginative
21	Measured
22	Accommodating
23	Adaptable
24	Radical

35



36



1. You have what it takes!
2. Business impact is generated through human connection & collaboration
3. Outcomes include improved CX, staff retention, fulfilment & achievement of potential



www.athenaprofessional.co.uk

38



RADICAL CHANGE STARTS FROM WITHIN!

athena professional

39



**CONTINUOUS LEARNING
EXPERT**

nicola@athenaprofessional.co.uk



www.athenaprofessional.co.uk

40
