

We believe all training should develop the delegates' skills and deliver a return on investment – that means it has to fit your business strategy, be in line with your culture, meet your training needs, drive capability and leave your delegates confident in their ability to do better.

Over the years, we have developed a full series of course materials and we constantly update our resources with new ideas, different models, new case studies and up-to-date business data. This done, we work with you, the client, to scope the training so it delivers exactly what you are looking for.

We only train within our expertise, which is the people side of the business. Our training covers:

- Team leadership skills
- People management
- Selling and business development
- Client relationship management and negotiation skills

For our Legal Clients we have developed the Legal Suite - a set of foundation courses which reflect the language and context of today's lawyers and are designed to help them build their business practice, manage and supervise their teams, connect and retain profitable clients and move into leadership positions.

Over the page you will find a list of courses, in alphabetical order, which we have delivered over the years. All are ready for tailoring to your specific requirements.

One last word on training – we always keep to our own core values when both designing and delivering training. Every course should:

- Have a **commercial** impact
- **Inspire** delegates to move out of their comfort zone into achieving their objectives
- Give **pragmatic** advice and is supported by delivering a toolkit for moving forward

Contact us through the [contact page](#) on our website or call us on +44 (0) 207 372 4997

deWinton Williams Courses 2015

A

Advanced communication skills
Appraisal skills
Assertiveness

B

Business development programme

C

Client relationship management
Communicating with confidence
Cross selling
Conflict management
Consulting skills for business services

D

Deepening the client relationship
Delegation

F

Fee negotiations

H

How to manage difficult clients
How to manage difficult people

I

Impressive presenting
Influencing
Interviewing skills

L

Leadership in a downturn
Leadership and people management
Leadership for senior associates
Leadership for partners
Leadership with MBTI

M

Management for associates
Management of Generation Y and Z
Managing the downturn
Merger syndrome and how to manage

N

Negotiation and persuasion
Negotiation skills
Networking with confidence
New partner transition

O

On boarding - transitioning to success

P

The Psychology of selling
Pitching for success
Positive impression
Presentation skills
PSC negotiation
Pressure management
Performance management

S

Selling skills
Secretarial programme – soft skills
Stress management
Supervisory skills

T

Team building with MBTI
Team management
Time management
Time recording

W

Winning new business
Working effectively with lawyers