



# STAYER CENTER FOR EXECUTIVE EDUCATION

## Professional Skills Management for Partners Seeking Business and Strategic Acumen: Module 1

### SAMPLE INDUSTRY: Legal Services

Four modules presented over a 10-month period. Classroom sessions supplemented with pre-work, online business strategy simulation, webinars and readings.

*Module 1 of 4 covers strategic and leadership essentials*

	DAY ONE	DAY TWO	DAY THREE
<b>BREAKFAST</b>		7:30—8:30 a.m.	7:30—8:30 a.m.
<b>MORNING</b>		8:30—11:30 a.m. Three Circles	8:30—11:30 a.m. Leading Organizational Change: Experience Change Simulation Exercise
<b>LUNCH</b>		11:30 a.m.—12:30 p.m.	11:30 a.m.—12:30 p.m.
<b>AFTERNOON</b>	1:00 p.m. Welcome and Program Overview  1:30—3:30 p.m. Economic Foundations  1:30—3:30 p.m. Personal Best: Leadership & You	12:30—1:30 p.m. Strategic Growth  1:30—3:30 p.m. Better Analysis: Quantitative Skills	12:30—3:30 p.m. Leading Organizational Change: Experience Change Simulation Exercise Continued  3:15—4:45 p.m. Leading Change: Experience Change Debrief
<b>GROUP DINNER</b>	6:00 p.m.	6:00 p.m.	4:45—5:15 p.m. Next Steps
<b>EVENING</b>	7:00—8:30 p.m. Team building: Share Music Videos		5:15 p.m. Adjourn



# STAYER CENTER FOR EXECUTIVE EDUCATION

## Professional Skills Management for Partners Seeking Business and Strategic Acumen: Module 2

**SAMPLE INDUSTRY:** Legal Services

*Module 2 of 4 fosters finance and accounting skills for non-financial managers*

	DAY ONE	DAY TWO	DAY THREE
<b>BREAKFAST</b>		7:30—8:30 a.m.	7:30—8:30 a.m.
<b>MORNING</b>	Travel to Notre Dame	8:30—11:45 a.m. Strategic Growth	8:30—10:00 a.m. <b>Understanding Financial Statements</b>  10:15—11:45 a.m. <b>Financial Ratio Analysis</b>
<b>LUNCH</b>		11:45 a.m.—1:00 p.m.	11:45 a.m.—1:00 p.m.
<b>AFTERNOON</b>	5:00—6:00 p.m. Optional Walking Campus Tour	1:00—2:00 p.m. Accounting for Lawyers: Top Ten Things You Should Know about Financial Accounting  2:15—3:30 p.m. The Red Flags of Financial Fraud  3:45—5:30 p.m. Accounting for Contingencies, Especially in Litigation	1:00—2:30 p.m. <b>Accounting Terminology and Issues in Agreements and Legal Documents</b>  2:45—4:00 p.m. Understanding Your Resources: Legal Research and Sources of GAAP, GAAS, and Other Financial Information  4:00—4:30 p.m. Next Steps
<b>DINNER</b>		6:00—7:00 p.m. Social & Dinner	

# STAYER CENTER FOR EXECUTIVE EDUCATION

## Professional Skills Management for Partners Seeking Business and Strategic Acumen: Module 3

**SAMPLE INDUSTRY:** Legal Services

*Module 3 of 4 focuses on strategy and innovation*



	DAY ONE	DAY TWO	DAY THREE
<b>BREAKFAST</b>	7:30—8:30 a.m.	7:30—8:30 a.m.	7:30—8:30 a.m.
<b>MORNING</b>	8:30—11:45 a.m. Developing Better Strategy: Understanding the Competitive Environment	8:30—11:45 a.m. Innovation & Process Improvement: <ul style="list-style-type: none"> <li>• Design Thinking</li> <li>• Structured &amp; Disciplined Process Improvement</li> </ul>	8:30—11:30 a.m. Strategy and Entrepreneurship
<b>LUNCH</b>	11:45 a.m.—1:00 p.m.	11:45 a.m.—1:00 p.m.	11:30 a.m.—12:15 p.m.
<b>AFTERNOON</b>	1:00—5:00 p.m. Developing Better Strategy: Competitive Foresight	1:00—2:30 p.m. Strategic Growth Projects: Team Updates  2:45—5:00 p.m. Pricing Strategy	12:15—1:15 p.m. Business Strategy Game Briefing  1:15—4:30 p.m. Business Simulation Game Team activity
<b>DINNER</b>	Group Dinner	Dinner on own	4:00 p.m. Decision due, Year 11
<b>EVENING</b>	7:00—9:00 p.m. Innovation		4:30—5:00 p.m. Business Simulation Game Wrap-Up



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## Professional Skills Management for Partners Seeking Business and Strategic Acumen: Module 4

**SAMPLE INDUSTRY:** Legal Services

*Module 4 of 4 applies leadership skills*

### INTERSESSION (BETWEEN SESSIONS 3 & 4)

Business Strategy Game  
"Year 12"

Business Strategy Game  
"Year 13"

Business Strategy Game  
"Year 14"

Business Strategy Game  
"Year 15"

Business Strategy Game  
Strategic Plan due

Business Strategy Game  
"Year 16"

Business Strategy Game  
"Year 17"

**NOTE:**  
BUSINESS STRATEGY GAME  
TEAM DECISIONS DUE AS  
SCHEDULED  
(POSTED ON WEBSITE)

### DAY ONE

7:30—8:30 a.m.

#### BREAKFAST

8:30—11:45 a.m.  
Strategic Negotiations for Lawyers

#### MORNING

#### LUNCH

Lunch

1:00—5:00 p.m.  
Triple Impact (You, your clients, those  
they touch): Building Accountability  
and Crucial Conversations

#### AFTERNOON

#### DINNER

6:00 p.m.

7:00—8:30 p.m.  
Business Strategy Game

#### EVENING

### DAY TWO

7:30—8:30 a.m.

8:30 a.m.—12:30 a.m.  
Strategic and sustainable decision-making:  
Polarity Management™

12:30—1:30 p.m.

1:30—3:00 p.m.  
Understanding the Firm in the U.S.  
and Global Economy

3:15—5:30 p.m.  
Monetary & Fiscal Policy

6:00 p.m.

7:00—8:30 p.m.  
Business Strategy Game Teams,  
Presentation Preparation

### DAY THREE

7:30—8:30 a.m.

8:30 a.m.—Noon  
Business Strategy Game Teams:  
Formal Presentations to Executive Committee  

- Strategy(ies) and Results
- Application and lessons learned
- 5 teams x 20 min. ea.
- Debrief

Noon—1:30 p.m.  
Celebratory Lunch and Awarding of Certificates

1:30—2:30 p.m.  
Empowered Re-entry



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Mendoza College of Business