

WOMBLE BOND DICKINSON



"Lawyers need exceptional relationship-building skills in order to manage clients and win new business".

Krishna Anand, Head of Learning and Development, WBD.

What was needed?

Womble Bond Dickinson offers a varied and interesting curriculum of learning to their lawyers and business services teams to support the development of technical, professional, business and personal skills. With a recognition that lawyers need exceptional relationship building skills in order to build trust with clients and win business, they have identified the need for increased behavioural development opportunities alongside CPD..

What did we do?

In response to a growing need for bite-size learning and with an increase in remote working, Farscape Development designed a series of live, facilitated online workshops focused on:

- Building Effective Relationships
- Personal Boundaries and Assertiveness
- Emotional Intelligence

These workshops have helped people to understand the fundamental skills of working effectively with other people, and managing workload and priorities.

What was the impact?

- Enhanced understanding of how we build relationships with others and pay attention to the fundamentals of curiosity. This has led to more effective relationships with colleagues and clients, leading to increased client retention.
- Understanding how to create effective boundaries and to say no. This has led to more respectful working practices and more effective management of priorities.
- Greater emotional awareness about how our emotions influence the way we engage with others. This has led to greater success when building new client relationships, and in developing strong team relationships across the business.

Who is Farscape Development?

Farscape is a people development consultancy specialising in designing and delivering engaging, interactive development programmes and workshops, which help people to thrive at work. www.farscapedevelopment.co.uk

"In a time where I am thinking about the targets/deliverables, this made me stop and remember my impact and that it's all about the people."
Delegate, Southwest Water.

If you'd like to know more, please do get in touch on r.moody@farscapedevelopment.co.uk or call 0117 370 1801. We'd be happy to help.

T 0117 370 1800
E info@farscapedevelopment.co.uk
www.farscapedevelopment.co.uk

What did our client think?



Farscape has responded to our need for interactive, online workshops that deliver a difference in a short amount of time. Deena is truly inspirational and has a memorable impact on anyone who attends one of the workshops. The results have been fantastic – our lawyers are more aware of how to manage their personal impact, and understand how to establish and develop effective client and colleague relationships.



Tracey Dittman
Learning and Development
Manager, WBD.

How did the delegates feel?



"I really enjoyed the workshop and feel like I took a lot from it which I can apply not only in my work life but also my personal life."

"I think Deena is an extremely engaging speaker. She is excellent in the way that she gets her ideas across, so I would not hesitate to recommend her or to go on one of her sessions again."

"Thoroughly enjoyed the workshop, thought-provoking and interesting – the interactive element was enjoyable rather than daunting!"

"Deena is a fantastic presenter! I'm feeling inspired – what a great session!"

