



Law Firm Management Day

4 November 2014

Consiglio Nazionale Forense, Rome, Italy

A conference presented by the IBA European Regional Forum and IBA Law Firm Management Committee, and supported by the IBA Young Lawyers' Committee

Topics include:

- Young lawyers: talent management and the specialisation of associates
- Technology in law firms
- Client development
- A conversation with managing partners



Programme

Conference Co-Chairs

Hermann Knott *Luther Rechtsanwaltsgesellschaft, Germany; Co-Chair, IBA Law Firm Management Committee*

Gianmatteo Nunziante *Nunziante Magrone Studio Legale Associato, Italy; Council Member, IBA Legal Practice Division*

Tuesday 4 November

0900 **Welcome address**

Hermann Knott

Gianmatteo Nunziante

0930 – 1100

Young lawyers: talent management and specialisation of associates

Systematic attraction and identification of the most qualified young lawyers leading to the growth and the development of associates. Focus on the promotion of individuals who are of particular value to law firms and on the knowledge of specific skills in order to encourage an essential professional specification.

Moderator

Andrea Puccio *Perroni e Associati, Italy*

Panellists

Claudio Doria *Garrigues, Spain*

Alfredo Lucente *Baker & McKenzie, Italy*

Marco Monaco Sorge *Tonucci & Partners, Italy*

Cristiano Pettinelli *Shilton Sharpe Quarry, England*

1100 – 1130 **Coffee break**

1130 – 1300

Technology in law firms

Technology grants law firms a variety of opportunities with regards to the organisation of their activities however implementation of this new technology come with challenges. Is the legal environment willing and ready to manage this challenge? Focus will be devoted to the potential impact of technology on handling relationships with clients, the approach to client files and the modelling and organisation of the office.

Moderator

Guido Cravetto *Tosetto, Weigmann e Associati, Italy*

Panellists

Massimiliano Nitti *Studio Chiomenti, Italy*

Francesco Portolano *Portolano Cavillo, Italy*

Luca Toffoletti *NCMT, Italy*

Olaf van Haperen *Kneppelhout & Korthals, the Netherlands*

1300 – 1430 **Lunch**

1430 – 1600

Client development

The art of acquiring new clients and increasing the value of existing as seen from the perspective of; the managing partner, the legal marketing expert... and the clients themselves.

Moderator

Claudio Visco *Macchi di Cellere Gangemi, Italy; Vice-Chair, IBA Bar Issues Commission*

Panellists

Michele de Meo *de Meo & Associati, Italy*

Giovanni Lega *Studio Legale LCA, Italy*

Paola Parigi *Paris & Bold, Italy*

Christina Tamburro *Studio Legale Tamburro, Italy*

1600 – 1630 **Coffee break**

1630 – 1800

A conversation with managing partners

The day's programme will conclude with managing partners of leading firms discussing the challenges which are shaping the legal service market today:

- The impact of a more globalised offering of legal services
- Career models for young lawyers in a time of stagnant growth and changing expectations of the next generation
- Advantage of introducing innovative solutions

The discussion shall give the participants a perspective of changes and alternative solutions.

Moderator

Hermann Knott

Panellists

Roberto Donnini *Caiazzo Donnini Pappalardo, Italy*

Francesco Gianni *Gianni, Origoni, Grippo, Cappelli & Partners, Italy*

Francesco Sciaudone *Grimaldi, Italy*

Stefano Maria Zappalà *Norton Rose Fulbright, Italy*

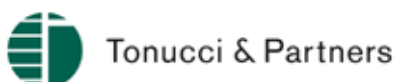
1800 **Closing remarks**

Professor Guido Alpa *Consiglio Nazionale Forense, Italy*

Conference refreshment break sponsors



NUNZIANTE MAGRONE
STUDIO LEGALE ASSOCIATO



TOSETTO, WEIGMANN E ASSOCIATI
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Registration form



Law Firm Management Day

Tuesday 4 November

Consiglio Nazionale Forense, Via del Governo Vecchio 3, Rome, Italy

Personal details *(Please attach your business card or write in block capitals)*

Title _____

Given name _____

Family name _____

Firm/company/organisation _____

Address _____

Tel _____ Fax _____

Email _____

Which sessions do you want to register for?

Morning session _____

Afternoon sessions _____

All day sessions _____

Please return completed form to roma@nmlex.it



International Bar Association

the global voice of the legal profession

The **International Bar Association** (IBA), established in 1947, is the world's leading organisation of international legal practitioners, bar associations and law societies. The IBA influences the development of international law reform and shapes the future of the legal profession throughout the world. It has a membership of more than 55,000 individual lawyers and over 206 bar associations and law societies spanning all continents. It has considerable expertise in providing assistance to the global legal community.

Grouped into two divisions – the **Legal Practice Division** and the **Public and Professional Interest Division** – the IBA covers all practice areas and professional interests, providing members with access to leading experts and up-to-date information. Through the various committees of the divisions, the IBA enables an interchange of information and views among its members as to laws, practices and professional responsibilities relating to the practice of business law around the globe. Additionally, the IBA's high-quality publications and world-class conferences provide unrivalled professional development and network-building opportunities for international legal practitioners and professional associates.

The IBA's **Bar Issues Commission** provides an invaluable forum for IBA member organisations to discuss all matters relating to law at an international level.

The IBA's **Human Rights Institute** works across the Association to promote, protect and enforce human rights under a just rule of law, and to preserve the independence of the judiciary and the legal profession worldwide.

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