

## Location & Date

---

**Date:** 22nd May 2019

**Time:** 12:30 - 14:00

**Location:**

Society of Advocates Aberdeen

Concert Ct

Broad St

Aberdeen

AB10 1LP

---

Commercial awareness is an increasingly important skill for solicitors. But what does it mean? And what does it specifically mean for people working for an in-house organisation? Andrew Todd, Group Director and Company Secretary of Springfield Properties plc will explore all facets of commercial awareness, accompanied by hands-on exercises and presentations.

This is a free event available exclusively to in-house lawyers and is suitable for anyone who has an interest in the subject. Places will be allocated on a first come, first served basis.

1 hour verifiable CPD

**To book your place, email [inhouse@lawscot.org.uk](mailto:inhouse@lawscot.org.uk). A light lunch will be provided and please include any dietary requirements with your booking request.**

## What we'll cover in the session

### 1. Commercial awareness means knowing you are a lawyer

This will cover the non-black letter law aspects of being a lawyer, including how professional standards contribute to your reputation.

### 2. Commercial awareness means knowing your client

This covers tips on how to communicate with different clients, particular by email. Make sure you know how to navigate communication pitfalls and deliver the best service for your organisation.

### 3. Commercial awareness means business skills

Being commercially aware means more than black-letter law. It's also about other business functions such as knowledge of finance, HR, operations or strategy.

## Meet Andrew Todd

Andrew Todd is group director & company secretary of Springfield Properties plc, a housebuilder and one of Scotland's newest public companies after it joined the AIM market of the stock exchange in October 2018. He previously worked with McGrigors and Dundas & Wilson. He was senior tutor of commercial awareness and conveyancing for the Diploma of Legal Practice at the University of Glasgow from 2012 to May 2018. He is the author of two legal textbooks including Commercial Awareness for

Lawyers and is the general editor of Rennie's Scottish Conveyancing Legislation. He also supported Eddie Izzard at a comedy gig in Edinburgh in 2014. The Herald said Andrew had the funniest joke of the night and were then kind enough not to mention how the rest of his set went...



## Programme Details

12:30 - 13:00	Arrival, light lunch & networking
13:00 - 13:15	Introduction to commercial awareness
13:15 - 14:00	Exercises, presentation and a 'deep dive' into commercial awareness for in-house lawyers
14:00 -	Event close

## Prices

This is a free event