



# WIN: What In-house lawyers Need

## 2026 LIVE WEBINAR PROGRAMME

### High-performing legal teams

The WIN webinar programme addresses both the commercial and personal side of working as an in-house lawyer regardless of seniority level or location.

This year's programme, themed '*High-performing legal teams*', focuses on the qualities and strategies that enable in-house lawyers to thrive in a fast-changing world. The series offers practical insights to strengthen adaptability and deliver strategic value, while showcasing leadership principles that drive collaboration and resilience – helping teams excel amid complexity and change.

Designed for in-house lawyers and legal leaders, these sessions provide actionable insights to foster trust, adaptability, and strategic impact, equipping teams to excel in an increasingly complex and interconnected world.

As in-house legal teams like yours work strategically through risks and opportunities, our WIN webinar programme helps you navigate both. We give you the support you need today to achieve your boldest ambitions tomorrow.

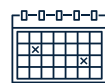
## Programme

### Ethical persuasion: Influencing for in-house lawyers

[Register](#)

This webinar explores the science of influence and how it shapes business decisions. During this webinar, Martin will cite real-world studies to explain 3 of Dr Robert Cialdini's 7 universal principles of persuasion: Reciprocity, Liking and Unity.

Using a practical three-point ethics test, Martin will show participants how to apply these science-backed principles directly into the behaviours that drive client decisions – confidently and commercially without crossing the line into manipulation.



#### Date & time

19 March 2026  
9:00 – 10:00 GMT



#### Facilitator

Martin John  
Founder,  
Martin John Training

Expect practical techniques for strengthening relationships, accelerating buy-in, and improving the effectiveness of both online and offline conversations with clients and colleagues.

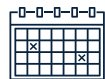
#### Attendees will take away:

- Insights into how humans make most decisions.
- A clear ethics test to ensure influence remains principled.
- Ready-to-use, proven persuasion techniques.

## Socio-economic considerations for in-house lawyers in 2026

[Register](#)

This popular session returns for its seventh year in the WIN programme, offering a clear and concise global economic outlook. Led by James Pomeroy, Global Economist at HSBC, the webinar brings together forecasts from around the world to help participants understand the challenges, opportunities, and risks shaping business today.



### Date & time

7 May 2026  
9:00 – 10:00 BST



### Facilitator

James Pomeroy  
Global Economist,  
HSBC

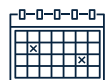
With a particular focus on the role of in-house lawyers in driving business success, James will explore how economic trends impact decision-making across industries and what legal teams need to know to stay ahead.

## Empathy meets impact: Emotional intelligence for high-performing legal teams

[Register](#)

This webinar explores how legal teams can collaborate more effectively by understanding the values, motivators and perspectives that shape people's behaviour at work. Blending empathy with high performance, this session equips participants with practical tools to give and receive feedback; influence with integrity; and foster a more connected, resilient and collaborative culture.

Rather than relying on labels or assumptions in the workplace, the focus of this session is on practical emotional intelligence skills that prioritise psychological safety and help teams build trust; communicate with authenticity; and navigate differences with confidence.



### Date & time

8 July 2026  
9:00 – 10:00 BST



### Facilitator

Olivia Stoddart  
Managing Director,  
Impressions  
Executive Training

### Attendees will learn how to:

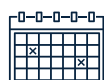
- Step into another person's shoes to see their perspective.
- Shift conversations from judgement to curiosity.
- Strengthen relationships across diverse working styles.
- Challenge unhelpful workplace myths, including assumptions about people's commitment or work-life balance, and replace them with more constructive interpretations.

## From law to leadership: Creating value in exponential times

[Register](#)

In an era defined by volatility, AI acceleration, and rising "more-for-less" pressures, in-house counsel are being asked to deliver both strategic and personal value at previously unmatched levels. This session will explore what that shift means for legal teams and individual lawyers, and how they can position themselves as enterprise-wide leaders rather than narrow technical specialists.

Drawing on Bjarne's experience as GC of a large-cap public company, this webinar will explore the trends reshaping corporate legal work, the evolution from "lawyer" to "T-shaped leader," and the cultural and behavioural traits that distinguish high-impact in-house professionals. He will cover purpose, curiosity, learning, networking, communication, managing through change, and more.



### Date & time

24 September 2026  
9:00 – 10:00 BST



### Facilitator

Bjarne P. Tellmann  
Chief Executive  
Officer, FjordStream  
Advisors

### Attendees will gain:

- Tools to define and articulate their individual and team value propositions.
- Practical ways to move from legal expertise to enterprise leadership.
- Strategies to build the soft skills required for impact.
- Insights to thrive in fast-changing, AI-driven corporate environments.

# Catch up on past webinars

You can revisit your favourite WIN webinars, or catch up on any you missed in the [Knowledge Hub](#) on our website.

Please note, these are exclusive to registered WIN members. If you're not already a member of our global community of in-house lawyers, please register for WIN [here](#).

[Watch past webinars](#)

## Meet our trainers



### **Martin John**

Martin is a founding member and licenced trainer of the Cialdini institute, having been personally trained by Dr Robert Cialdini – the most cited living social scientist. He specialises in helping professionals build stronger relationships, improve their communication, and get to hear “yes” more often through the use of ethical persuasion.



### **James Pomeroy**

James is a global economist at HSBC. He joined the Economics team in 2013 and much of his work focuses on longer-term trends and themes, and the impact that they have on the economy and policy decisions today. Much of his work is focused on demographic data and trends, which extends to consumer trends, urbanisation and technology adoption.



### **Olivia Stoddard**

Olivia is a skilled legally qualified trainer and coach in leadership influence and strategic communication, advising executive teams and senior leaders across global organisations on how to increase their impact, shape decisions and lead with authority in high-stakes environments. Beginning her career as a BBC broadcaster before becoming a solicitor at a Magic Circle firm, Olivia went on to lead international talent development at another global law firm, where she designed and delivered high-performance programmes across Europe, the Middle East and Asia-Pacific. Now, as founder of Impressions Executive Training, Olivia works at board and ExCo level, helping leaders accelerate strategic influence, drive cultural alignment and elevate their leadership presence and impact.



### **Bjarne P. Tellmann**

Bjarne is CEO of FjordStream Advisors GmbH and Senior Visiting Fellow at the London School of Economics. A former FTSE-20 and FTSE-100 General Counsel with an award-winning career at Haleon, GSK, Pearson, and Coca-Cola, he brings deep legal experience, including leadership roles in several of Europe's largest recent transactions. He is a senior advisor to multiple companies and has served on public and private boards worldwide. A recognised thought leader on innovation and legal transformation, Bjarne teaches and publishes widely on leadership, disruption, and the future of the profession.