

# WHAT ARE THE RELEVANT CERTIFICATIONS OR BACKGROUNDS FOR SUCCESS IN LPM?

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Although having certifications, such as Lean Six Sigma, PMP, Lawvision, TVPi, ALPM, etc., may help. The most important is still productive personality traits. For success in LPM, a background in the legal industry, project management and some tech is key. Certifications are only a part of what's needed in a good candidate.

### POLL: WHAT ARE THE RELEVANT CERTIFICATIONS OR BACKGROUND FOR SUCCESS IN LPM?

*87.5% of respondents said "Legal, PMP and Tech."*

## WHAT ABSOLUTE TRAITS ARE NEEDED TO SUCCEED AT LPM?

Soft skills in communication, initiative-taking, problem solving and being able to read the room are important traits needed to succeed at LPM. Some other important traits are being persistent, having thick skin and being able to work with all kinds of people.

## WHAT ARE SOME TRANSFERABLE SKILLS FROM THE LAW TO LPM? OR NON-LEGAL SKILLS TO LPM?

"A good background in law is essential in gaining the trust of the lawyers with whom the LPM will be working. Likewise, a good background in the 'corporate world' outside of law is also helpful because, whether they like to admit it, law firms are businesses."

Besides law and corporate experience, other transferable skills are soft skills, such as interpersonal relationships and communication.

## HOW DO YOU HELP AUGMENT AN LPM'S ABILITY TO SUCCEED?

"From my standpoint, as the head of LPM in the Americas, one of the most important things I can do is cultivate those relationships that will land us the opportunities for the LPMs to get involved. Running interference and removing hurdles from my LPMs so they can focus on managing their matters is probably the best thing I can do. Aside from encouraging continuing education, there's not a lot I can teach LPMs about LPM that they don't already know."

"Top leadership at the firm needs to be comfortable and wants to embrace changes. Unless there's that buy-in at the top, projects won't succeed even if you have a very effective LPM."

## DOES THE SIZE OR SCALE OF THE FIRM MATTER?

"Size or scale doesn't seem to matter as much as the mentality of the lawyers within the firm".

There are large firms with small LPM teams, and there are small firms with large LPM teams. Size or scale of the firm doesn't really matter, although it seems to be generally easier to implement LPM at smaller firms compared to larger firms, where there are more departments and varied culture.

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## HOW ARE WE TRAINING PEOPLE ON SOFT SKILLS IN LAW SCHOOL?

*How law schools are teaching students these days is changing...*

*"Not everywhere, but there's a lot more focus on tech, people skills, PM, etc. in law schools today than even ten years ago."*

*"Some interesting things starting to happen, especially since the start of COVID. For example, the work around the Delta Model - <https://designyourdelta.com>. I think the number of offerings and opportunities are increasing, but there is still SO MUCH focus on bar exam prep courses."*