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barbrigroup.com

## BARBRI Products

### BARBRI Bar Review, Professional Development & Specialized Training and Certifications

BARBRI is the #1 most trusted bar review provider. We also offer products and programs for success at every stage of professional development and legal practice, as well as training and certification for e-discovery and financial crimes.

#### Professional Associations:

ACEDS

ACFCS

#### Bar Review Products:

BARBRI Bar Review

BARBRI MPRE

BARBRI Mini Review

BARBRI Essay Advantage

BARBRI Private Tutoring

#### Law School Products:

BARBRI Law Preview

BARBRI Mastermind

BARBRI Lectures/Handouts/Outlines

#### Legal Practice Products:

##### FINANCIAL SKILLS

###### ACCOUNTING ESSENTIALS FOR LAWYERS

This course is designed to give lawyers a one-day overview of accounting techniques, their relevance, and problems associated with each.

##### FINANCIAL SKILLS

###### ADVANCED FINANCIAL REPORTING FOR LAWYERS

Provides a solid understanding of the tools and processes used in financial reporting. Course includes both an in-depth lecture and team exercises.

##### PROFESSIONAL DEVELOPMENT

###### ADVANCED NEGOTIATION

The Advanced Negotiation workshop is designed to build on the basic negotiation framework by adding

depth and complexity to the participant's knowledge base. This workshop will delve into a number of challenging dynamics impacting negotiation.

##### NEW ASSOCIATE SKILLS

###### ASSOCIATE EDGE BOOT CAMP

This comprehensive professional development workshop can help equip associates with the practical skills, knowledge and attitude for success in today's challenging legal market.

###### PROFESSIONAL DEVELOPMENT

###### ASSOCIATE EDGE BOOT CAMP, LOS ANGELES

###### NEW ASSOCIATE SKILLS

###### ASSOCIATE EDGE BOOT CAMP, NEW YORK

###### PROFESSIONAL DEVELOPMENT

###### ASSOCIATE EDGE BOOT CAMP, SAN FRANCISCO

###### PROFESSIONAL DEVELOPMENT

###### ASSOCIATE EDGE BOOT CAMP, WASHINGTON D.C.

##### PRACTICAL SKILLS

###### BRIEF WRITING

Focuses on critical writing skills and theories of persuasion; also how to organize arguments, carefully reasoned wording, dealing with adverse authority and motivating the desired action.

##### PRACTICAL SKILLS

###### CONTRACT DRAFTING

This course will cover how to draft a contract that unambiguously and concisely sets forth the terms of the parties' deal by using language that will create certain legal consequences.

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## FINANCIAL SKILLS

### CORPORATE FINANCE & VALUATION FOR

**LAWYERS** Designed for lawyers of all levels, this course provides the basic tools to understand, apply and challenge most aspects of financial management and valuation.

## FINANCIAL SKILLS

### CORPORATE TRANSACTIONS FOR LAWYERS

Focusing on the business aspects of transactions, this course is a step-by-step approach to understanding, dissecting and navigating the intricacies of corporate deals.

## PROFESSIONAL DEVELOPMENT

### DEALING WITH DIFFICULT PEOPLE IN NEGOTIATION

In this session you will learn the common tactics and tricks of difficult people and strategies for handling them.

## PROFESSIONAL DEVELOPMENT

### DETAILED LEGAL PROJECT MANAGEMENT

Attendees will learn critical skills and techniques they can begin implementing immediately to manage their projects, their team and their fiscal responsibilities.

## TRAINING / CERTIFICATIONS

### E-DISCOVERY SPECIALIST (CEDS) CERTIFICATION

Thorough instruction in this hot topic includes e-discovery ethics, litigation holds, collection implementation, data culling and more, along with association membership and certification.

## TRAINING / CERTIFICATIONS

### E-DISCOVERY SPECIALIST (CEDS) TRAINING

The CEDS Online Exam Preparation Web Seminar is the ultimate tool to guide you through all the steps of the e-discovery process.

## TRAINING / CERTIFICATIONS

### FINANCIAL CRIME SPECIALIST (ACFCS) TRAINING

The CFCS Exam Preparation Web Seminar is the ultimate tool to teach you crucial knowledge of the financial crime process.

## TRAINING / CERTIFICATIONS

### FINANCIAL CRIME SPECIALIST (CFCS) CERTIFICATION

The most comprehensive instruction program available in the timely, highly prevalent area of financial crime, in addition to association membership and certification.

## FINANCIAL SKILLS

### FINANCIAL STATEMENTS FOR LAWYERS

From financial statement reporting to detecting fraud, this course gives lawyers an overview of accounting techniques, relevance and problems associated.

## TRAINING / CERTIFICATIONS

### FOREIGN ACCOUNT TAX COMPLIANCE ACT ONLINE TRAINING (FATCA)

ACFCS Foreign Account Tax Compliance Act Training provides comprehensive guidance on the legal, compliance and enforcement aspects of one of the most significant developments in the financial crime field in the past decades.

## TRAINING / CERTIFICATIONS

### FOREIGN CORRUPT PRACTICES ACT ONLINE TRAINING (FCPA)

ACFCS brings the global United States and Non-US corporate, legal and government communities comprehensive online, plain-English online training on the US Foreign Corrupt Practices Act.

## PROFESSIONAL DEVELOPMENT

### FUNDAMENTALS OF TEAMWORK AND COLLABORATION

Participants will learn about the conditions that foster team effectiveness, the key processes that characterize good collaborations and how to develop good timing in leading and coaching teams.

## PROFESSIONAL DEVELOPMENT

### GETTING TO YES: A BASIC NEGOTIATION WORKSHOP

In this workshop participants will learn about the primary models of negotiation and then come to understand a core framework they can put into practice immediately.

## PROFESSIONAL DEVELOPMENT

### GETTING YOUR MATTERS STARTED RIGHT: THE PROJECT CHARTER

In this course, teams will learn both the value of charters and the steps to develop useful ones, ones that can make the difference between project success and failure.

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## PROFESSIONAL DEVELOPMENT

### HOW TO SAY NO AND STILL GET TO YES

Along the way in negotiation you have to say no constructively in order to get to that right yes. But how do you do that without harming the relationship or losing the deal?

## NEW ASSOCIATE SKILLS

### HOW TO STAND OUT AND SUCCEED

#### AS THE GO-TO ASSOCIATE

Learn skills for success during your first year of practice and become a pivotal player in the success of your firm. Understand team dynamics and build positive, beneficial relationships.

## PROFESSIONAL DEVELOPMENT

### KNOW YOUR CLIENT'S BUSINESS

Modeled after the investment banking client preparation system, this course will teach a lawyer how to build a detailed tear sheet on a client's business model, growth plans, and basic financials.

## PROFESSIONAL DEVELOPMENT

### LAWYERS AS LEADERS

Covers team dynamics, individual responsibility and how to address potentially conflicting goals. Also topics of feedback, different perspectives and adjusting roles in relationships.

## FINANCIAL SKILLS

### M & A FOR LAWYERS

This course is designed to introduce lawyers to the tenets of deal structuring, especially with the increasing pace of mergers, acquisitions and leveraged transactions, worldwide.

## PROFESSIONAL DEVELOPMENT

### MAKING BUDGETS WORK FOR YOUR PROJECTS

Attendees will learn a variety of budgeting techniques, including ways to create useful budgets even when they believe they're missing critical information.

## PRACTICAL SKILLS

### MEMO WRITING

This course will cover how to draft a succinct and concise memo as well as cost effective drafting. It will further cover other forms of objective writing such as client letters.

## FINANCIAL SKILLS

### MINI MBA FOR LAWYERS: SIX PART SERIES

This program series draws on elements of BARBRI Financial Skills Institute curriculum with each section (six total) presented in parts.

## PROFESSIONAL DEVELOPMENT

### NEGOTIATION ANALYSIS AND PREPARATION

Participants will learn structural factors, clear objectives and how to frame them, what information to share, how to understand the other side and what will be persuasive to them.

## PROFESSIONAL DEVELOPMENT

### NEGOTIATION TRAINING FOR SALES PROFESSIONALS

We begin with a basic and easy to use framework for sales professionals to apply to their work and continue to an analysis of specific negotiation challenges and how to overcome them.

## PROFESSIONAL DEVELOPMENT

### NETWORKING

## FINANCIAL SKILLS

### ON-DEMAND: CORPORATE FINANCE

Training in structuring transactions, negotiating deal terms and coordinating underwriting processes. Provides tools to understand and challenge financial management/valuation.

## FINANCIAL SKILLS

### ON-DEMAND: FINANCIAL ANALYSIS

This course will allow lawyers to understand different methods of analyzing financial statements, what they are used for, and who uses them.

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## FINANCIAL SKILLS

### ON-DEMAND: FINANCIAL STATEMENTS

Learn how to analyze financial statements in light of 21st century accounting scandals. It covers basic understanding of a balance sheet, income statement and cash flow statement.

## FINANCIAL SKILLS

### ON-DEMAND: MINI MBA FOR LAWYERS: SIX PART SERIES

Six-part series – each part spans up to two hours. Features an in-depth synopsis of the critical elements of finance and accounting and concepts as they relate to most practice areas.

## FINANCIAL SKILLS

### ON-DEMAND: PROBLEMS IN FINANCIAL REPORTING

This course is designed to equip lawyers with the basic skills to determine signs of corporate accounting fraud along with guidance on what to do when confronted with such matters.

## FINANCIAL SKILLS

### ON-DEMAND: SECURITIES

This course is designed to offer lawyers a better understanding of the financial instruments they help structure.

## FINANCIAL SKILLS

### ON-DEMAND: VALUATION

Valuation forms the cornerstone of nearly every business transaction. Whether it involves mergers and acquisitions, leveraged buyouts, venture capital, or real estate, a solid understanding of valuation will ensure an equitable transaction.

## PROFESSIONAL DEVELOPMENT

### ONE DAY LEGAL PROJECT MANAGEMENT

Key concepts are explored and exercises are used to strengthen the team's ability to execute on these concepts immediately.

## PROFESSIONAL DEVELOPMENT

### PERFORMANCE COACHING FOR LAWYERS

Taught by an experienced actor, teacher and communication coach, Performance Coaching sessions will improve participants' ability to engage and impact diverse audiences.

## PROFESSIONAL DEVELOPMENT

### PERSUASIVE COMMUNICATION

Persuasion is the key to success. Learn four ways to compel people to action, 14 essential tools of persuasion and the most important questions to answer before any engagement.

## PRACTICAL SKILLS

### PRESENTATION SKILLS

Presentation skills can make or break success in marketing, business development and, ultimately client satisfaction. Participants are instructed on how to hone their presentation skills and allow for an authentic delivery.

## FINANCIAL SKILLS

### PROBLEMS IN FINANCIAL REPORTING

In the aftermath of the recent financial crisis, the ability to detect financial reporting problems has taken on new proportions. Learn to identify problems and deal with dubious practices.

## PROFESSIONAL DEVELOPMENT

### PROJECT MANAGEMENT FOR E-DISCOVERY TEAMS

Effective and efficient control of e-discovery programs is the focus of this program. They will have opportunities to apply their new skills to e-discovery projects they are currently handling.

## PROFESSIONAL DEVELOPMENT

### RAINMAKING

This course teaches participants the interconnected components of business development and the skills and practices of successful rainmakers.

## FINANCIAL SKILLS

### SECURITIES FOR LAWYERS

Offers lawyers a better understanding of financial instruments, plus futures and currency markets.