



LAW & COMPLIANCE · MULTIDISCIPLINARY PROGRAM

Lawyers as Business Partners

Legal expertise, business acumen, negotiation, economic reasoning, and behavioral insight, practiced in AI-driven simulations. For in-house legal teams and law firms.

The best lawyers no longer say what cannot be done. They show what can, and at what risk.

Lawyers as Business Partners is a multidisciplinary program designed with leading legal and negotiation scholars. Five modules weave law and economics with psychology and behavioral sciences: role modeling, negotiation and advocacy, economic reasoning, psychological acuity, and client centrality. Participants work on their own cases and on scenarios that mirror high-stakes situations, with conversational digital humans playing clients, counterparties, and stakeholders, and feedback on key indicators after every interaction.

5

MODULES: LAW, ECONOMICS, PSYCHOLOGY, CLIENTS

AI

DIGITAL HUMANS IN EVERY SCENARIO

40+

LANGUAGES, ONE STANDARD

THE PROBLEMS WE SOLVE FOR IN-HOUSE LEGAL TEAMS AND LAW FIRMS

01 — THE LAWYER WHO SAYS NO

Legal advice arrives late, as a list of risks, in a language the business does not use

Business units route around the legal function, or ignore it. Role modeling and client-centric redesign turn the lawyer into the partner who is called first, because the advice comes with options, numbers, and a way forward.

02 — NEGOTIATING ON INSTINCT

Deals, settlements, and internal conflicts are handled on experience alone

Law school does not teach negotiation, economics, or the psychology of the other side. Advanced strategies, game theory, and behavioral science, practiced on the participants' own cases, replace instinct with method.

03 — NO SAFE PLACE TO PRACTICE

The first high-stakes conversation happens with a real client

A tough counterparty, a board under pressure, a crisis after a cyber-attack: nobody rehearses them. Digital humans react in real time, scenarios introduce the unexpected, and feedback shows what to change before the real thing.

TARGET AUDIENCE

General counsel and in-house legal teams of corporations and groups; partners, associates, and senior associates in law firms; legal and compliance professionals who advise business decisions, negotiate deals, and represent the organization with clients, counterparties, and authorities.

FORMAT

Classroom, online, or immersive rooms, without headsets. Editions of a few days with practice between sessions; groups of 8–16. Cases, roles, scenarios, and digital humans are built on your practice areas and confidentiality rules. In English or Italian; other languages on request. Integrated with your learning platform.





INSIDE THE PROGRAM

Law, economics, psychology. Practiced on your cases.

- 01 Role modeling**
Experienced lawyers and business leaders share how they blend legal expertise with business strategy. Participants dissect cases, their own and from outside, of partnerships between legal teams and business units that worked.
- 02 Negotiation, advocacy, and economic reasoning**
Advanced negotiation strategies on the participants' own cases, including mediation and arbitration; then microeconomics, behavioral economics, and game theory to read market forces and model strategic interactions.
- 03 Psychological acuity and client centrality**
Psychodynamics, cognitive psychology, and neuroscience applied to conflict, persuasion, and decision-making in matrix organizations. A client-centric redesign of legal services, with a Client Performance Indicators plan built by the group.
- 04 Simulate, get feedback, repeat, and practice again**
Digital humans play a demanding client, a tough counterparty, a stakeholder in a merger, a crisis such as a cyber-attack or a negotiation under duress. They react in real time; feedback on key indicators follows every interaction.

WHAT YOU GET

Five modules

Law and economics with psychology and behavioral sciences.

Your cases

Every exercise starts from the participants' real matters.

Digital humans

Clients, counterparties, and stakeholders that react in real time.

Feedback on indicators

What to change, after every interaction.

Start with one legal team

Choose one legal team or practice group and the five situations where business partnership matters most: a negotiation, a board request, a cross-functional project, a crisis, a demanding client. We build the cases and the digital humans, run a first edition, and look together at what changed in how the business works with its lawyers.

WORKS WITH THE OTHER LAW & COMPLIANCE SOLUTIONS

The same digital humans and scenarios extend to Public Speaking and to AI Rehearsal for Examination and Negotiation; Strategic Thinking and Professional Judgment adds the generative-AI layer.

DESIGNED WITH LEADING SCHOLARS

Designed by e-REAL Labs with internationally recognized legal and negotiation scholars, and delivered for the legal function of a major international group. Client references on request.

LET'S TALK

Book a call on www.e-real.net or propose a legal team for a first edition.

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