

GC Essentials: Practical Insights and Strategies for Effective Collaboration with External Counsel

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Current Role and Background

- Rocio Guadalupe Mendoza
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GC Challenges & Observations - Day to Day

- Managing People
- Managing Time
- Managing Relationships
- Communications



GC Tips: Block out “focus” time; be deliberate in email communications.

GC Challenges & Observations/Internal Clients

- Non-Management Clients
- Management Clients

GC Challenges & Observations Stakeholders

- Commercial Team
- Business/Finance Team
- Senior Management
- Board
- Investors



GC Tip: Develop robust relationships with stakeholders and tailor communication to stakeholder and, but keep in mind your role and obligations.

Changing Landscape

- Changes in Legal & Business Landscape
- Changes in Work Culture
- Changes in Technology



GC: Stay informed and be ready to triage.

Changing Legal & Business Landscape

- Regulatory Changes
- Changes in Policy
- Keeping Up with Legal Developments



GC: Try to anticipate trends; view challenges as opportunities.

Changes in Technology

- Document Management
- Knowledge Management
- Institutional Knowledge
- Data Security
- Communication & Collaboration
- AI



GC Tip: Balance trade-offs between risk and efficiency.


AI In Action

Luminance

Luminance brings Legal-Grade™ AI to every touchpoint a business has with its contracts.


Using AI Effectively & Ethically

- Rules of Conduct
- Developing a Policy on the Use of AI
- Communicating the Policy Across the Enterprise
- Building up Prompting Skills
- External Counsel

 GC Tip: Leverage AI tools and manage external counsel to better manage legal budgets and demonstrate efficiency.

Effective Collaboration with External Counsel

- Effective and Timely Communication
- Clear Instructions & Objectives
- Efficient Use of Resources
- Timely Budget Updates
- Managing Work Among Various Firms
- Building the Team

 GC Tip: Be a sophisticated consumer of legal services; pick the right partner for the right mandate. Work with external counsel that leverages these technology tools; the traditional apprenticeship model is out of date, but integrating young attorneys' knack for adoption of new technologies with emerging AI platforms can unlock new value.

Closing WoW

- Build trust early and stay nimble!
- EQ and AQ are as important as knowledge of the law.