

GENERAL COUNSEL MUST "EARN" THE RIGHT TO BE A BUSINESS PARTNER

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Silvia Madrid, southern Europe head of legal at Royal Bank of Scotland, says general counsel have to earn the right to be seen as a trusted adviser to the business - it requires a lot of knowledge of the business and a lot of "social skills".

1 - How challenging is it to align the legal department with the business objectives? (00.10")

2 - How can an in-house Lawyer became a trusted adviser to the Board? (00.55")

http://www.iberianlawyer.com/index.php/past-events/95-beginning-with-the-objective-in-mind-measuring-the-success-of-legal-departments-by-improving-daily-processes/event_details