

Master of Legal Business

Building a business case for your employer

Undertaking a qualification or a number of non-award subjects is an investment in your future that benefits both you and your employer whether in private practice or in-house.

Advising your employer that you are interested in taking the Master of Legal Business, Graduate Diploma, Graduate Certificate or single subjects is a way to signal that you are focused on professional development and intend to make an investment in yourself and your organisation.

When you approach your employer to sponsor you, we suggest that you present a business case that sells the benefits of your study and addresses their possible objections to sponsorship.

Building your business case



Develop a list of short term and long term benefits from your planned study and link these to your organisation's current business objectives and strategies. Be specific e.g. "Developing my client relationship skills will enable me to generate more business from my existing clients."



Understand the various ways in which your employer can provide you with financial and study support – this is usually available from your HR department or on your organisational website.



Be prepared to explain how you will fit study into your week. Emphasise the fact that subjects are only six weeks long and are primarily taken online but be up front about the time needed for face-to-face workshops and the assessments.



Having regard to your individual circumstances, needs and ambitions, consider the study option (i.e. Masters, Graduate Diploma, Graduate Certificate) and the subjects that you wish to undertake having regard to your individual circumstances and needs. If you haven't studied part-time before, it may be best to start with a single subject and demonstrate capability.



Identify how the various subjects and topics are relevant to your current role and career progression route and link these to objectives in your personal development plan. Show that you have thought about your future with your organisation and the areas you feel you need to develop or strengthen.



Outline the new skills and knowledge that you will gain from your study and how you can share this with colleagues in your organisation so that all benefit and the business receives a tangible return on investment. Is there an existing forum you can utilise for this e.g. monthly staff/team meeting?



Reality check your study plan with a trusted colleague. Road test your business case with them for feedback.

www.info.collaw.edu.au

Call +61 2 9965 7174 or email mlb@collaw.edu.au for further information



**Legal Business
Management**

The College of Law