Practice Group Analysis Workshop Overview & Objectives

The purpose of the workshop is to build upon the foundation acquired in the Redwood functionality, Metrics & Analytic courses and to build a library of analyses to get a full picture of the inner workings of the firm.

Within the workshop, Redwood Consultants will guide participants through the process of analyzing key Practice Group statistics across each of the cube and report package series. Additionally, the instructor will guide participants through interpretation of the analysis. This workshop is appropriate for participants at all skill levels.

Objectives:

* + - Bridge the gap from software implementation and training to purposeful usage
		- Understand Redwood’s approach to analysis & learn which cubes and packages to use when answering firm business questions
		- To build a library of meaningful views to better understand the workings of the firm
		- Answer analytical business questions and assist in Redwood progression
		- Expose new ways of looking at data analytics through Redwood tools

Advanced Dashboarding Workshop Overview & Objectives

The purpose of the workshop is to apply hands on instruction on how to create slick looking, high performing, and easily consumable dashboards.

Within the workshop, Redwood Consultants and Development Staff will guide participants on the key components that create dashboards. Attendees will use advanced reporting techniques, improved filtering and prompting, joins, unions, and whole host of other tools to create dashboards for their firm.

Objectives:

* + - Illustrate current examples of high performing and firm wide accepted dashboards
		- Expand on basic functionality and provide users an advanced skillset around dashboarding
		- To build high performing dashboards with easily transferable techniques that attendees can take back to their firms
		- Learn best practices with respect to performance, layout, data visualization and other dashboarding elements

Pricing Workshop Overview & Objectives

Pricing engagements properly to not only win business but win business and staff it profitably has become an essential function within a firm. The purpose of the workshop is to have hands on case study using real world examples to illustrate the components that need to be identified when pricing and staffing an engagement.

Within the workshop, participants will work together to identify the key components of the case, areas of caution, historical trends, attorney feedback, and other important considerations. Armed with that information, attendees will dive into the Redwood planning tool to actually staff and set the price for the engagement. Additionally, the instructor will guide participants through interpretation of their staffing and pricing decisions with suggestions for improvement. This workshop is appropriate for participants at all skill levels but who have a keen interest in understanding the elements of pricing and profitability modeling.

Objectives:

* + - Address the pitfalls and mistakes seen upfront during the original proposal process
		- To illustrate the key elements of consideration when taking on an engagement
		- Dissection of an engagement in order to price and staff appropriately
		- Working as a group to come up with a roadmap and alternative scenarios to an engagement
		- To use the Redwood planning tool to staff, price, and tweak the engagement to maximize client value and firm profitability