

# LEGAL — 12 June 2025 PERFORMERS DAY



**EDHEC Lille Campus,  
24 avenue Gustave Delory  
59057 Roubaix  
(FRANCE)**

With the support of





## “ OUR INTENT

The Legal Performers Day is a continuation of the work carried out by the EDHEC Augmented Law Institute, in partnership with LegiTeam, on the transformation of law and the legal professions. This event marks a new milestone **by placing the notion of “legal performance” encompassing strategic, operational, and human dimensions at its core.**

Why this focus?

Performance, often regarded as technical–financial or productivity-driven, deserves to be reexamined. Derived from the Latin performare, meaning “to form entirely,” the term evokes both fulfillment and the unfolding of potential. In English, it implies both the results and the “lively implementation” of actions. This dual meaning invites us **to view performance not as a fixed end, but as an evolving, demanding, and embodied process.**

In this context, several questions arise:

- Does law within companies fully express its potential?
- Is it today mobilized, recognized, and made visible in line with its capacity to transform organizations and decisions?
- What if the legal field still had to prove its strategic and societal contribution in a world where every function must demonstrate its impact and added value?

We propose that the practice of law is or can be profoundly performative: **it does not merely state but acts, structures, directs, and engages.** Of course, this requires that it be conceived, recognized, and practiced as such.

Rather than providing solitary answers, we **invite you to join the debate** and **help construct a shared vision** of what legal performance can — and perhaps should — be today. At the same time, we remain vigilant: if poorly defined or managed, performance can yield counterproductive effects.



That is why our approach is based on three complementary pillars:

- Strategy : Law must **align with the major directions of an enterprise**. It helps structure responsible choices, supports legal and technological sovereignty, and fosters sustainable innovation.
- Operations : **Performance is also achieved through tools, processes, and methods**. It is reflected in how legal departments cooperate with other functions, measure their impact, intelligently automate, or share value with their partners.
- Behavior & Skills : Ultimately, legal performance depends on **human qualities such as listening, courage, clarity, influence, and collective intelligence**. It is demonstrated through leadership style, the ability to engage, and to drive cultural evolution.

Legal Performers Day is also grounded in a deliberate stance on the key societal challenges of our time. We aim to explore how legal performance can contribute to :

- Fostering **responsible innovation**
- Supporting **sustainable development and human rights**
- Strengthening **European sovereignty** in an uncertain geopolitical and technological environment

This day is not merely an opportunity to exchange ideas; it is **an invitation to redefine, embody, and share a new conception of the role of law in business**, based on real-world practices, the aspirations of professionals, and contemporary demands.

The event will blend strategic insights, concrete experiences, operational workshops, peer discussions, and a collaborative co-creation process centered on a new definition of legal performance.

**Rethink. Realize. Connect.**

Welcome to Legal Performers Day.

The Scientific Team of the EDHEC Augmented Law Institute





# PRE-PROGRAM

## LEGAL PERFORMERS DAY

**OPENING REMARKS BY CHRISTOPHE ROQUILLY**  
9H30 - 9H45 AM

**OPENING PLENARY SESSION**  
9H45 - 11H00 AM

**STRATEGIC PANEL DISCUSSIONS**  
11H20 - 12H20 PM

**AFTERNOON PLENARY SESSION**  
1H30 - 2H30 PM

**3 WORKSHOPS**  
2H50 - 3H35 PM

**PANEL DISCUSSIONS "VALUE & STRATEGIC COOPERATION"**  
2H50 - 3H50 PM

**PANEL DISCUSSIONS "BEHAVIOR & LEADERSHIP"**  
4H00 - 5H00 PM

**PARTICIPATORY CLOSING**  
5H00 - 5H30 PM



# FULL PRE-PROGRAM

◆ 9h00 AM | Welcome coffee & networking

◆ 9h30 - 9h45 AM | Opening Remarks by Christophe Roquilly

◆ **9H45 - 11H00 AM | OPENING PLENARY SESSION**

**“Law as a lever for global performance in the organization: a new definition of success in a complex geopolitical context”**

Exploring law as a strategic, ethical, and responsible actor, this session will address why redefining legal performance is essential and the risks associated with misnaming or mismanaging it.

◆ 11h00 - 11h20 AM | Break & Networking

◆ **11H20 - 12H20 PM | STRATEGIC PANEL DISCUSSIONS**

**Room 1 – Ethical and legal governance of technological impact in companies and law firms.**

Topics include AI, data, and digital platforms. How can legal departments and law firms support innovation without sacrificing ethical vigilance and issues of sovereignty? This discussion will address governance, limits, and shared responsibilities.

**Room 2 – Managing legal risks in an era of interdependencies**

New risks converge : climate, reputation, geopolitics, and generative AI. This panel will examine tools, risk culture, and the strategic role of legal professionals and lawyers in ensuring enterprise resilience.



◆ 12h25 - 1h25 PM | Standing lunch & Networking

◆ 1H30 - 2H30 PM | AFTERNOON PLENARY SESSION

**“CLM : Contract as a strategic asset – rethinking flows, data, and relationships”**

This session will discuss contractual performance, identify blind spots, address human impacts, and explore strategic levers.

◆ 2h30 - 2h50 PM | Break & Interactive Networking

◆ 2H50 - 3H35 PM | WORKSHOPS

Three workshops to be defined.

◆ 2H50 - 3H50 PM | PANEL DISCUSSIONS “VALUE & STRATEGIC COOPERATION”

**Room 1 – Measuring the value creation of legal departments : Beyond KPIs**

How can we reconcile cost-based performance with value-based performance? What indicators will make the contribution of law visible without reducing its significance? How can legal departments become drivers of transformation through co-creation, influence, and partnerships with other functions?

**Room 2 – Reinventing collaboration between lawyers and legal departments**



### 3h50 - 4h00 PM | Break & Interactive Networking

### 4H00 - 5H00 PM | PANEL DISCUSSIONS “BEHAVIOR & LEADERSHIP”

#### **Room 1 - Legal soft skills : influence, clarity, courage**

Discussing how behavioral performance can drive transformation.

#### **Room 2 - Building a high-performing legal team (lawyers or legal professionals) : culture, inclusion, mentoring**

Topics include career development, recognition, collective performance, and sustainability.

### 5H00 - 5H30 | PARTICIPATORY CLOSING

Could legal performance also be an art?

- Feedback from the collaborative wall “Our definition of legal performance”
- Live visual synthesis by a graphic facilitator
- Closing remarks & future perspectives

#### **Throughout the day**

**Legal Lab Area** : Demonstrations, prototypes, R&D (Area to be defined)

**Collaborative wall** : “Your definition of legal performance”

**Video portraits** : Brief testimonials

Follow #LegalPerformersDay on LinkedIn throughout the day.



**For futher  
information,  
please contact :**

- [christophe@village-justice.com](mailto:christophe@village-justice.com)
- [jerome.frizzera-mogli@edhec.edu](mailto:jerome.frizzera-mogli@edhec.edu)

**Registration :**  
[https://legalperformers.com  
/evenement](https://legalperformers.com/evenement)

