

From Trusted Advisor to Strategic Business Partner: Establishing Executive Presence and Credibility | Margo Wolf O'Donnell

Women, Influence & Power in Law (WIPL) Conference 2026

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Beyond providing advice, legal leaders are increasingly expected to take a more proactive role in shaping how business decisions are made. Influencing business direction requires more than strong legal judgement; it also depends on the ability to earn trust across the organization, clearly understand business priorities and contribute confidently in key discussions. In this session, our expert panelists will break down what executive presence truly requires at senior levels, including how to communicate with authority, make bold decisions while balancing competing priorities, and engage more effectively with executive leadership. Attendees will walk away with practical insights to increase impact in strategic conversations, strengthen the credibility needed to drive meaningful outcomes, and reinforce legal's role as a strategic business partner.