

The Art of Business Partnering

What is it?

This innovative and practical one day workshop has been designed and is delivered by Ellie Hemingway who is both a qualified accountant with senior finance and change leadership experience as well as a practicing psychotherapist. This introductory course offers a unique blend of business experience and behavioural psychology and draws on the key elements identified in NOV8's 3 month research project: "Modelling Excellence in Business Partnering".

Who is it for?

Business professionals seeking to make the transition from technical expert to business partner, including Finance, IT, HR, Marketing etc. For those who recognise that the demands on professional functions and their people have changed dramatically over recent years and who want to embrace both the challenge and the major opportunity to develop capabilities in guiding and leading their teams, business partners and organisations.

Content covered

- **What is Partnering:** and how do you know when you have it?
- **Creating a map:** - what's it like now and where do you want to be?
- **Cause & Effect:** key *attitudes* that enable or prevent partnering
- **The Drama Triangle:** key *behaviours* that enable or prevent partnering
- **Rapport:** practical techniques to engage and build relationships
- **Well-formed Outcomes:** how to set and get outcomes with Business Partners

Learning outcomes

At the end of the course, participants will:

- Understand where common negative perceptions of "support" functions and their processes come from, and what to do about them
- Understand the current dynamics in their own partnering relationships
- Have the capability to spot and significantly shift repeating patterns
- Understand how to focus on what they want (not what they don't want)
- Know how to consciously use rapport to build trust and understanding
- Know how to set positive outcomes to apply their new learnings in their business

How it is delivered

With your organisation

- For teams of professionals
- As a stand alone introduction to Partnering
- As part of a modular programme tailored to support your **whole function develop Partnering Identity, Capability, Attitudes and Behaviours.**

Contact us

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