

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 qualified Psychotherapist (Dip NLPt). This introductory course offers a unique blend of business experience and behavioural psychology drawing on the key elements identified in NOV8's recent research project: "Modelling Excellence in Business Partnering".

Who is it for?

Business professionals seeking a stepped change in their understanding and management of key working relationships. This includes:

- Leaders seeking specialist skills and capabilities in transforming silo thinking and behaviours to joined up organisational working
- Managers who want to seriously enhance their capabilities in leading and influencing their teams, business partners, leaders and the wider organisation.
- Technical or support functions wanting to transition from technical expert to integrated business partner

Content covered

- **Why Partnering:** what difference does it make to individuals, teams and organisations?
- **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 and highly effective 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 specific 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 can be delivered

With your organisation

- Leadership teams
- Functional teams and Cross-functional teams
- Induction programs; Development Programs
- As a stand alone introduction to Partnering

Contact us

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