
Developing relationships that achieve results

Overview

The importance of building collaborative relationships with both customers and suppliers is recognised by many as a key component in a sustainable business model. Couple this with the long-recognised importance of effective teamwork and the positive impact of embracing diverse views in solving complex problems, the need for effective relationship building skills has never been more prevalent.

Programme outcomes

For participants to:

- possess the knowledge and develop the skills and mindset necessary for effective collaborative relationships in the workplace.
- be in a position to apply their learning to the achievement of key business results.

Outline content

- Personal victory
- A model of communication
- Giving feedback
- Perceptual positions
- Conflict management
- Achieving synergy

How long is the programme?

The programme is delivered over 4 x half-day workshops, ideally a month apart, to allow for the application and review of learning.

Who is it for?

For staff at any level of the organisation for whom working collaboratively is key to achieving a successful outcome.

