

Business Partner Bootcamp

This fast paced, intensely practical event will equip you to step up to the plate as a Business Partner. It is a great opportunity to network with Business Partners from prestige organisations. Many organisations use the Business Partner model to deploy key skills in meeting organisation needs. Business Partners work closely with an organisation's senior leaders to develop a joint agenda of actions to achieve organisation and business objectives. The **Business Partner model** is used widely in functions such as **HR, Finance, Procurement, Marketing** and **IT**.

Business Partners need strong skills relating to their profession but they need to combine these with a range of high level partnering skills. Business Partners also have to leverage their efforts so as not to get swamped in transactional work. We have helped many Business Partners in blue chip organisations add more value in their role.

Course content

- The partner mindset
- Strategic working
- Understanding business
- Consulting as a Business Partner
- Communicating with impact
- Facilitation
- Influencing
- Relationship management

The Course will help you to:

- Re-position your role to add more value
- Network with Business Partners from prestige organisations
- Talk business
- Influence senior leaders
- Present your ideas and solutions persuasively
- Engage groups of managers in participative sessions
- Consult professionally
- Assess and develop key relationships

Course features

- Easy to use toolkit
- Powerful assessment tools
- Communication templates
- Professional consulting process
- Engaging group techniques
- Relationship management tools

"I really enjoyed the course and enjoyed the balance between participation and theory. Particularly resonating was the idea of opportunity assessment which I will use going forward, along with the different ways of influencing."

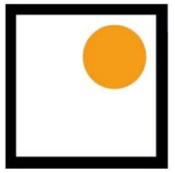
Nina Tanner, HR Business Partner **TalkTalk**

Duration: Two day course

Course price: £645+VAT

Venue: London Gatwick





Business Partner Bootcamp

Day One

1. The Partner mindset

- Business Partner role
- Helping models
- Role negotiating
- Partner maturity model

2. Strategic working

- Strategic v transactional work
- Take a fresh look at your job
- Identifying necessary changes
- Strategic action plan

3. Understanding business

- Researching your business
- Co-quizzing
- Talking business

4. Consulting as a Business Partner

- Helping tactics
- Defining goals
- Exploring options
- Planning action together - contracting

Day Two

5. Communicating with impact

- Pitching
- PowerPoints with punch
- Compelling writing

6. Facilitation

- Engaging groups
- Powerful group techniques
- Practice sessions

7. Influencing

- Credibility building action plan
- Pulling and pushing
- Flexing vocabulary to persuade your clients

8. Relationship management

- Client mapping
- Relationship planning
- Next steps

