

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
- 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
- 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

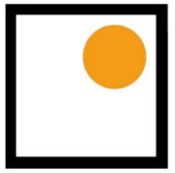
Optional - NCFE Customised Award

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On completion of this customised award participants receive a certificate of achievement from the NCFE, recognising their achievements in this field, by successfully passing a short examination at the end of the course.

Duration: Two day course





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. Consulting as a Business Partner

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

Day Two

4. Communicating with impact

- Pitching
- PowerPoints with punch

5. Facilitation

- Engaging groups
- Powerful group techniques
- Practice sessions

6. Influencing

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

7. Relationship management

- Client mapping
- Relationship planning
- Next steps

