



# Corporate Services Partnering Academy



## Overview

As Corporate Services develop as true partners to the Business, aligned to strategic goals and genuinely adding value, there are development implications for professionals in those functions. The roles in Corporate Services are increasingly demanding a wider range of skills beyond the foundation of professionally qualified and technically able staff.

The aim of the develop uk Corporate Services Partnering Academy is to develop the skills of Corporate Services professionals to effectively 'Partner the Business'. The core development activities are based around the develop uk business partnering competencies of 'Relationship Manager', 'Shaper', 'Leader', 'Consultant' and 'Expert'. Underpinning these competencies are the knowledge, skills and attitude required to build productive business relationships, contribute to strategy and add value to the Business.

Organisations can access a range of resources and workshops to develop their own bespoke 'Corporate Services Academy' to develop their Corporate Services professionals.



## Workshops and Resources

At the heart of the Academy are a series of Corporate Services partnering workshops. These can be run as 'off-the-shelf' versions or made bespoke to specific organisational and group needs.

### Corporate Services Partnering the Business – One-Day Workshop

This workshop is aimed at Corporate Services management teams or areas within Corporate Services who want to develop their understanding of what it means to work in a partnering approach. Full of hints, tips and tools and external research and references it will enable senior teams to review the effectiveness of Corporate Services and plan on how to take the team to the next level.

### Developing as a Corporate Services Business Partner – One-Day Workshop

This workshop gives clarity on the demands of the role of the Corporate Services Business Partner, what it means in practice, competencies required and the blueprint for success. It is very much a foundation workshop for new Corporate Services Business Partners or those requiring some practical skills, tools and advice to move forward in the role.

### Relationship Management and Influencing for Corporate Services – One-Day Workshop

This workshop develops the essential relationship management and influencing skills, knowledge and attitude required. Content includes building rapport, personality drivers, political mapping, negotiation and advocacy and creating the right impact.

### Developing Strategic Influence for Corporate Services – One-Day Workshop

This workshop develops the key competencies of strategic awareness, strategic influence and strategic thinking. Content includes the role of Corporate Services in developing and influencing strategy, strategic mindset and the opportunities to contribute. It includes a set of strategic tools to support and build strategic influence with the business, as well as practical case studies and implementation plans.

### Business Consultancy for Corporate Services – Two-Day Workshop

This workshop develops the first-class consulting skills that Corporate Services professionals need to work effectively with the business. It combines the internal consultancy process with the skills required and helpful tools. Content includes how to contract and engage with business customers, diagnose and identify issues and opportunities, galvanise resources and deliver and evaluate results.

### Advanced Communication Skills for Corporate Services – One-Day Workshop

This workshop is aimed at developing the communication skills of Corporate Services professionals to the next level. It covers both individual and group communication techniques, communication styles, challenges and feedback. It includes looking at the best approaches to delivering complex data and messages to business customers with tools, hints and tips on how to communicate effectively.

### Fast Track Partnering Skills for Corporate Services – Two-Day Workshop

When there is a need for a cost-effective intensive solution for Corporate Services Business Partners to establish themselves in the role this workshop is ideal. We draw from several of the other workshops – Developing, Relationship Management, Consultancy and Strategic Influencing to give an overview of the role, develop key skills and provide a practical toolkit to fast track success.

### Other Elements to the Academy

Whilst workshops form the core of most Academy approaches there are other options and elements which can be incorporated:

- Workbooks and self-managed learning
- Action Learning
- Individual Coaching
- Master Classes
- Networking, Secondments, Mentoring



## Contact

For an informal discussion, please call Judith Strange on +44(0)7866 676230 or email [judith.strange@develop.uk.com](mailto:judith.strange@develop.uk.com)

T/F: 0870 760 1221

[www.develop.uk.com](http://www.develop.uk.com)

[info@develop.uk.com](mailto:info@develop.uk.com)



The Specialists in Business Partnering