

Developing as a Corporate Services Business Partner

One-Day Workshop



Summary

More and more organisations are seeking Corporate Services Professionals to become 'Strategic Partners' to Senior Managers, manage productive relationships and add value to the business.

This one-day workshop, which is available as an open workshop or in-house, is aimed at Corporate Services Professionals and Business Partners who desire clarity on the demands of the role, the knowledge, skills and attitude required and how to develop a blueprint for success.

The workshop is delivered in an engaging and participative style, it is highly practical, combining best practice, group participation and practical tools and advice from partnering experts.

Contents will include:

- Definitions of 'Business Partnering' and how it differs from traditional approaches
- Mapping current activities against a partnering template
- Assessing personal and organisational readiness - 'Willing, Able and Allowed'
- Business Partner competencies
- The stakeholder map and strategies for engagement
- Adding value - defining, measuring and proving value
- Activity toolkit – ideal particularly for those establishing themselves in the role
- Partnering skills - communicating the role, confidently through the 'lift speech'
- Personal development and action planning

This workshop will enable you to:

- Understand what is meant by a 'Business Partnering' approach and how it differs from traditional corporate services
- Explore the role and realities of the Business Partner, mapping current activities against a template
- Review organisational and personal challenges and opportunities to successful business partnering using a 'Willing, Able and Allowed' questionnaire
- Explore the competencies of a Business Partner to create a personal development plan
- Map key stakeholders in your role as a Business Partner and develop strategies to engage them
- Identify what it means to add value to the business as a Business Partner and how to measure and prove value
- Work with a set of tools to plan activity as a Business Partner
- Practice some key partnering skills including communicating the role confidently
- Develop a personal development and action plan

Workshop Details

This workshop can be run 'off-the-shelf' in-house or designed as a bespoke workshop. Options include guest speakers from other organisations. For an informal discussion please call Judith Strange on +44(0)7866 676230 or email judith.strange@develop.uk.com.

T/F: 0870 760 1221

www.develop.uk.com

info@develop.uk.com

develop uk

The Specialists in Business Partnering