

# Developing as a Finance Business Partner

## One-Day Workshop



### Summary

More and more organisations are seeking Finance 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 Finance Professionals and Finance Business Partners who desire clarity on the demands of the role, the knowledge, skills and attitude required and how to develop a blue print 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 Finance 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'
- Finance 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 Finance Business Partnering approach and how it differs from traditional finance
- Explore the role and realities of the Finance 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 Finance Business Partner to create a personal development plan
- Map key stakeholders in your role as a Finance Business Partner and develop strategies to engage them
- Identify what it means to add value to the Business as a Finance Business Partner and how to measure and prove value
- Work with a set of tools to plan activity as a Finance Business Partner
- Practice some key Partnering skills including communicating the role confidently
- Develop a personal development and action plan

### Workshop Details

Open workshop - the price for the open workshop is £450 per person plus VAT. A 10% discount is offered for a second place booked and invoiced at the same time. For bookings email [karen.morrison@develop.uk.com](mailto:karen.morrison@develop.uk.com).  
In-house - 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](mailto:judith.strange@develop.uk.com).