

Relationship Management and Influential Partnering

One-Day Workshop

Summary

Successful HR Professionals are influential and build great relationships. They are key players, able to add value and influence senior managers and their colleagues. To do this, they need to be seen as credible and demonstrate how they contribute to the business and the strategy process. Many HR professionals build good relationships through listening skills and using a consultative style and these skills build a solid foundation. However, to really build effective relationships and influence at a more senior level, additional knowledge, attitudes and skills are required.

The workshop is aimed at HR Professionals who want to build strong relationships, increase their influence and make a difference to the business.

Workshop Details

The price is £450 per person. A 10% discount is offered on a second place booked and invoiced at the same time.

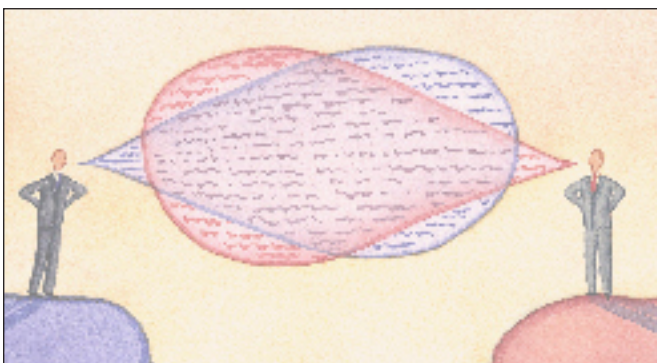
To book your place, please email Shirley.Dalziel@develop.uk.com, and for more information, please call Shirley on 07740 737 739.

This workshop will enable you to:

- Assess yourself against a bespoke relationship management and influencing profile - the knowledge, skills and attitude required
- Explore relationship management and techniques for building rapport
- Identify the key drivers of colleagues and clients and how to adapt your style
- Understand the political map of your organisation and identify strategies to use with key stakeholders
- Explore key influential Partnering techniques including negotiation and selling a solution
- Demonstrate how you can add value to your organisation
- Discuss your own influencing challenges and find ways to overcome them
- Construct a personal influential partnering action plan

Contents will include:

- A self assessment tool to produce a relationship management and influential partnering profile
- Evaluate current relationships and explore techniques for building effective relationships
- Identifying the personal drivers of stakeholders and adapting influencing styles to suit
- Political mapping and strategies for stakeholder management
- Advocacy - an under used skill in HR - techniques borrowed from Sales and Marketing
- Demonstrating added value and measuring impact
- Overcoming difficult influencing challenges
- Action planning - build relationships, increase influence, enhance credibility



T/F: 0870 760 1221

www.develop.uk.com

info@develop.uk.com

develop uk

The Specialists in HR Business Partnering