

# Fast Track Partnering Skills for IT

## Two-Day Workshop



### Summary

Operating as an effective IT Business Partner often requires a 'step-up' in terms of clearly understanding the role, strategic understanding, relationship management, influencing and consultancy skills. We recognise that IT Business Partners need to hit the ground running and quickly establish credibility and value with business customers. Whilst ideally these skills are developed in depth and over time, sometimes there isn't always the time and resources to support this approach. A fast track development workshop can lay the foundations and get IT Business Partners operating effectively, which may be supported by further development over the longer term.

This two-day workshop is an intensive fast track programme aimed to equip IT Business Partners with the most essential of these skills and tools.

It draws from four workshops from the established develop uk partnering skills for IT programme – Developing as an IT Business Partner, Relationship Management and Influential Partnering, Business Consultancy and Developing Strategic Influence.

The workshop is aimed at IT Professionals, IT Managers and IT Business Partners who currently 'partner' an area of their organisation or who plan to do so in the future. The workshop will fast track their knowledge and skills in taking a 'partnering approach' and equip them with the practical tools required.

### This workshop will enable you to:

- Clearly understand the role and the essential knowledge, skills and attitudes that will make a difference
- Communicate the role and its purpose with clarity and conviction
- Identify key stakeholders and the underlying political map of the organisation/customer area
- Explore key relationship management and influencing tools and techniques to effectively work with stakeholders
- Understand how strategy is developed
- Know how to contribute and influence at a strategic level
- Work with business consulting tools and process to deliver value to the organisation
- Create a personal development and action plan

### Contents will include:

- The role of the IT Business Partner
- Self-assessment on key competencies
- Articulating the role and purpose of an IT Business Partner
- Organisational scanning – stakeholders and political map
- Relationship management and influencing
- Business Consulting – process and techniques
- Delivering and demonstrating value
- Developing strategy and opportunities to contribute
- Action and development planning

### Workshop Details

This workshop is run in-house for clients and as a two-day 'off-the-shelf' or designed as a bespoke workshop.

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).