

2020 readiness toolkit



Relationships That Work – Leverage Your Partners©

Online program

The workshop aims at helping participants develop several new behaviors regarding the way they build and consolidate relationships with partners, while adapting their style to the stakeholders' needs. In the new context, managing one's network effectively is a key aspect that facilitates the achievement of short-term objectives and brings more strategic benefits in the long run.

Objectives

- Proactively build long-term relationships with partners in and outside the organization, who can advance shared goals;
- Adapt personal style to diverse stakeholders and their needs;
- Create a customized action plan in order to consolidate and/or extend the already existing network.

The solution proposed

The program is designed for those who need an overview of their network and how it can be managed and adjusted. This interactive workshop helps participants identify and map their key contacts and stakeholders, become aware of the most common networking traps and the most effective strategies to avoid them. Moreover, the course also equips participants with the necessary tools for proactive/strategic network

management and for adjusting their interpersonal style to the needs of their stakeholders.

Agenda

- 360° Networking
- Operating principles – the 5 rules of networking
- The stakeholders' map
- The most common networking traps and how to avoid them
- Practicing the charisma trio
- Authenticity as a vehicle for persuasion and influence
- Proactive/strategic network management – what does it mean and how does it work?
- Action plan: Conversations list

Logistic details

Duration: **6-hour workshop, split in 2-hour sessions;** the first two sessions take place on consecutive days, the third is a follow up, two weeks after.

Number of participants: **6-12**

Technology:

- Zoom – easy to use, interactive, visual; breaking rooms for group work, chat
- Mentimeter – for brainstorming and polling
- Facebook closed group – for follow-up

Do you have questions about us?
Looking for solutions for your organisation?

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