



### LEADERSHIP SERIES

# Master the Art of Highly Effective Business Partnering

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#### COURSE LENGTH

Three 2-Hour Virtual Sessions or  
One Full Day In Person

#### DESCRIPTION

Business partnering is the process of developing long-term relationships among members of different business units in an organization to create synergistic, mutually beneficial solutions to their business challenges. Because successful partnerships among business units begin with conversations among colleagues, knowing how to listen well, ask good questions, and drive discussions to get the information you want are necessary skills for engagement. According to experts, thoughtful conversations are critical for establishing credibility and trust with your business partner. A 2012 study by Deloitte found that 83% of respondents wanted to increase the time their companies spent on finance business partnering. In this course we look at the topics necessary to effectively business partner, namely improving communication through what you ask, what you say and what you do.

#### LEARNING OBJECTIVES

- Acquire the skills to aid in asking better questions to engage more deeply with your partner
- Understand how to choose the right communication tool for any situation
- Learn to use email more effectively
- Learn to correctly construct a message that includes an opening and a call to action
- Develop a strategic plan for partner conversation, presentation, or facilitation

#### AGENDA

- The Business Partnering Model
  - Capture Attention
  - State “the big why”
  - Summarize the current state
  - Gain commitment
- What you Ask
  - Business partnering revolves around relationships
  - Heighten your internal awareness and growth
  - Heighten your external awareness and growth

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## Master the Art of Highly Effective Business Partnering

- What you Say
  - Demystify communication
  - Increase the intention of your content and delivery
  - Effective emails
  - Compelling conversations and persuasive presentations
- What you Do
  - Knowledge isn't power, application is
  - Time to A.C.T
    - Accountable
    - Clearly defined
    - Time-specific