ICML
INSTITUTE FOR COMMUNICATION MANAGEMENT AND LEADERSHIP



COMMUNICATION AND INTERPERSONAL SKILLS

Business Partnering

Build the influencing, relationship and strategic skills to operate as a trusted business partner.

WHO IT'S FOR

HR, finance, IT and other internal advisers who partner with the business.

DURATION

1 day, or tailored to your needs

FORMAT

On-site: we come to you, virtual or hybrid.

PARTICIPANTS WILL DEVELOP THE SKILLS TO

- Identify key stakeholders and understand their priorities
- Build credibility and trust as an internal adviser
- Use listening, questioning and empathy to uncover real needs
- Anticipate needs and propose solutions early
- Influence decisions using sound principles of persuasion
- Plan and run productive business partnering meetings

ABOUT THIS PROGRAM

Advisers are called in after decisions are made, sound advice is overruled, and internal clients see the function as a gatekeeper. Our business partner training helps support functions earn a seat at the table. Participants learn to understand their stakeholders' priorities, build credibility, ask the questions that uncover real needs, anticipate problems and influence decisions early. They plan for real stakeholders and practise a business partnering meeting, so they leave ready to work as partners the business seeks out.

Tailored to your organisation

We build in your operating model, your internal clients and your function's priorities, whether it's HR business partner training, finance or IT, so practice reflects real work.

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Justine was absolutely lovely! The training was fun and informative and I feel like I learnt a lot!

Royal Victorian Eye and Ear Hospital – Victoria

Talk to us about this program

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Enquire online