ICML
INSTITUTE FOR COMMUNICATION MANAGEMENT AND LEADERSHIP



FINANCE

# The Trusted Finance Business Partner

Influence, advise and add strategic value as a trusted finance business partner.

### WHO IT'S FOR

Finance analysts, controllers and managers who advise 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

- Explain the value of the finance business partner role
- Analyse stakeholders and what each one needs from finance
- Listen and probe to uncover the real question
- Influence decisions with clear, persuasive messages
- Present financial insight as a story people act on
- Deliver difficult messages and handle tricky conversations

### ABOUT THIS PROGRAM

Finance teams produce accurate numbers, yet are often brought in after the decision is made, or asked for data rather than advice. Our finance business partnering training changes that. Participants learn to understand what stakeholders need, listen for the real question, influence one conversation at a time and present financial insight as a story that moves people to act. They leave as trusted advisers to management, working through case studies and reports from your own finance function.

### Tailored to your organisation

We use your own financial reports, stakeholder map and real situations in the case studies and exercises, and build in your policies and language, so the skills apply the next time someone from the business calls.

> "Loved Mechelle's presentation and facilitating style – this course was excellent!"
>
> Hub Australia – Ryan

**Talk to us about this program**

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Enquire online