

## Leading with Relationships

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### Course Summary

#### Description

In the ever-evolving landscape of business, the importance of relationships cannot be overstated. At the heart of every successful organization lies the ability to build, nurture, and leverage impactful relationships.

In our fast-paced and interconnected world, understanding the dynamics of Business Relationship Management (BRM) has become essential.

The "Leading with Relationships" workshop is designed to equip you with the knowledge, skills, and strategies needed to thrive as a leader and deliver results.

#### Topics

- **Articulate and Assess Relationships:** Learn how to effectively articulate and assess the relationships that underpin your organization's success. Discover the tools and techniques to evaluate the depth and quality of your collaborations.
- **Building Relationship Value Maps/Networks:** Gain the insights to create comprehensive relationship value maps and networks that illuminate the connections shaping your business landscape.
- **Analyze Relationship Gaps:** Identify and understand the gaps in your relationships, uncovering areas where improvement and optimization are essential.
- **Explore the profound link between behavior and organizational performance.** Discover how your actions and those of your team impact the overall health of your organization.
- **Create measurable Relationship Improvement Plans:** Learn how to define, build, and improve relationship improvement plans that can be measured and demonstrate tangible impact.

#### Audience

Anyone that needs to have a structured way of further developing relationship networks in their organization.

#### Prerequisites

There are no prerequisites for this course.

#### Duration

Four days