

Target audience

- Functional managers
- Project managers
- Executives

Pre-requisites

- There are no pre-requisites for this course

Objectives

- Build the right relationship networks to further your professional aims.
- Build effective relationships.
- Influence your colleagues positively and effectively.
- Cooperate rather than confront.

On-the-job benefits

- Influence and motivate others without relying on the authority of your position
- Enhance your cross-functional relationships
- Become a more effective leader
- Gain personal satisfaction from more productive professional relationships
- Enhance your relationship capital

Benefits for the company

- Promote cross-functional cooperation that builds company spirit
- Encourage your managers to network and develop real collective intelligence
- Motivate your teams through quality relationships at work
- Unleash initiative to ensure successful cooperation

Special features of this course



- 1] Build your network strategy**
- 2] Develop your personal qualities**
- 3] Build effective relationships**

The secrets of self-confidence and cooperation

- > Relationship networks and the interpersonal strategy you deploy in them
- > Personal features associated with who you are
- > Tools for building interpersonal relationships with a view to cooperation

Three memorable exercises for a firsthand experience of relationships and networks

Chinese chopsticks

Keeping the lines of communication open
> Communicating with others through your body and feelings.

Tug of war

Establishing balanced relationships
> What science can tell us about cooperation and the principle of reciprocity.

The 3rd option

Building a winning cooperative strategy
> Weighing up interests and looking for alternatives: plan B.

