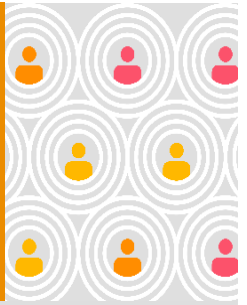




Building Relationship & Influence for Finance Business Partners

Building strong relationships and influencing decisions



Next run:
Coming Soon!

Time:

Module 1: 10:00am – 1:00pm

Module 2: 2.15pm – 5.15pm

Module 3: 10.00am – 1.00pm

Module 4: 2.15pm – 5.15pm

Venue:

Virtual

Objective

In this program, you will learn how to build strong, positive relationships and influence others in a range of situations at work. You will also discover how to use powerful language to ask questions that build relationships, overcome resistance and dissipate conflict.

If you want to take your insight, impact and influence to the next level, this is the workshop for you. You'll learn how to build strong relationships, translate data into insight, and influence decisions.

What is Finance Business Partnering?

Finance business partnering seems to mean different things to different people. However, it is agreed that finance business partners play a special role linking Finance with different areas of the business and are key to business decision making.

Essentially, it's about 3 things:

1. Building Relationships;
2. Turning data into insights; and
3. Bringing numbers to life.

Accountants focus on process, data and tables of numbers. Finance business partners focus on people, insights, and telling stories. Developing business partnering skills is the most effective way for finance professionals to lead change and add value to the business.

Who should attend?

- This course is relevant for all finance professionals looking to enhance their Finance Business Partnering key competencies of building relationships and influence.

Benefits of attending

The following topics will be covered during the workshop:

- Self-awareness of your thinking and behaviour preference through Emergenetics
- Building positive workplace communication
- Building trust and credibility for working more effectively as a team
- Developing strategies to improve your influence and achieve the outcome you want
- Appreciating the importance of stakeholder management and getting the buy-in from stakeholders

This training program will enable participants to:

- Understand your thinking and behaviour style from the Emergenetics profiling report
- Decode your stakeholder's thinking and behaviour style
- Gain experience adapting your own communication style to the communications styles of others
- Build better rapport and gain the trust of your colleagues
- Gain experience adapting your own communication style to the communications styles of others
- Develop flexibility in behaviours to better handle any situation
- Identify strengths, blind spots and opportunities in your personality to positively influence your work relationships
- State your preferred style of influencing and how to adapt this, depending on the situation
- Develop higher levels of trust and rapport with the people you work
- Get the results that you want
- Develop a personal action plan



Learning Modules

Module 1

- Neuroscience behind building relationships and why they matter
- Understanding the 7 Thinking and Behaviour Attributes of Emergenetics
- Increase self-awareness and explore your own preference
- Explore and understand how others think and work
- Develop awareness of what you and others bring to the table

Module 2

- Build trust and credibility through the Trust Equation
- Using questions and active listening for building trust
- Managing difficult conversations
- Use every opportunity to build relationships.

Module 3

- Influencing fundamentals
- Exploring influencing styles
- Influencing without authority
- Increasing our sphere of influence
- 3 steps for building influence in the workplace

Module 4

- Understand stakeholder management
- Gain stakeholder buy-in and support for your projects
- Develop a personal action plan

Unique features of this programme

This is a live, instructor-led and interactive workshop led by a facilitator with over 20 years of both industry and training experience.

Course consists of:

- 4 virtual learning modules of 3-hour duration each
- 2 one-on-one post-program virtual coaching learning journey with the course coach. This individual coaching option is designed to build on the program reflections and competency development.
- Our teaching approach is highly interactive resulting in a more memorable and enjoyable learning experience. Learning is achieved via real life examples, which reinforces the theory, and topic-related videos. This will be an interactive and hands-on workshop where there will be scenario based activities and group discussions, quizzes, role play and games. Participants will receive a certificate of attendance at the end of the workshop.

What past participants say about the program:

“Trainer was highly engaging and clear.”

“Very interesting and able to make sense of the numbers”

“Trainer was able to break down difficult concepts into bite size chunks and provided real life examples to help us relate better”

How to register

Simply fill in the registration form appended with this brochure or register online by selecting the preferred date in the Training Calendar (www.pwc.com/sg/academy).

For any further queries, please email sg_academy_mailbox@pwc.com