

Finance Business Partnering

Two-day workshop



Find out what business partnering means to your Finance function and your organisation. Learn how to move Finance from a score keeper to a key role in the business decision making process

Turn your Finance cost centre into a function that adds value back to the business

Objective

Get your Finance in shape to balance the insight to the business and efficiency in transactions whilst maintaining compliance and control.

Challenge both the Finance team and the business to find better ways of working together to drive value to the business.

Who should attend?

Directors, managers within Finance or any users of Finance outputs/ reports in the course of their work.

Prior knowledge of accounting/finance is not required.

Benefits of attending

Lifting the Finance function to a higher level can be done by interventions on various organisational aspects such as structure (e.g. offshoring transactional activities to realise labour arbitrage), processes (e.g. continuous process improvement) and systems (e.g. introducing common platforms).

With regard to the 'people' aspect, behaviour seems to be one of the challenges companies are facing in lifting the Finance function to a higher level and developing Finance professionals into Business Partners that provide added value to the business in a proactive way.

When it comes to adding value to the business, having the technical finance skills is a fundamental requirement. The differentiating factor however is having the right people skills to really fulfil the role of a partner to the business.

Our approach to creating a mind-set shift in order for finance professionals to grow as a business partner includes:

- Making Finance professionals aware of the different roles that Finance plays within an organisation and what it takes to fulfil each of the roles
- Providing insights in what and how Finance professionals can develop themselves to become more effective as a partner to the business
- Generating commitment from Finance in assessing and identifying what they need to develop to grow towards the Business Partner role
- Providing the right support system (i.e. coaching, mentoring, HR-tools and processes) to actually change the behaviour and ways of working

Workshop agenda

Finance Vision

- Set the context by reiterating Finance vision and how business partnering is part of that

Finance Business Partnering

- Discussion on concept of Business Partnering; what does it mean, what does it entail, what's the definition – if any?
- Introduce framework of Finance roles (Business Partnering being one of them)
- Introduction of behaviour / mind-set as a differentiator for being a business partner

DISC / self-awareness

- Introduction of DISC as a profiling tool and explain the DISC model of behavioural and communication styles

Case-Study

- Introduction of industry case-studies i.e. typical situations in which Finance people interact with the business and where we have seen it succeed/fail

Introduction to Interpersonal Skills

- Explain how behaviour and mind-set play an important role in driving business partnering as a Finance Function
- Explain how the business partner role requires different skills in comparison to the other roles of Finance (and how these skills are on the interpersonal side)

Interpersonal Skills – in depth

- Separate sessions on interpersonal skills (e.g. dealing with resistance, managing conflict, giving & receiving feedback, etc.) – and address for each interpersonal skill:
 - ✓ Real life examples (role-plays / discussion)
 - ✓ How does each profile (D, I, S or C) tend to respond
 - ✓ Techniques to manage the respective skill better

Road-map for Business Partnering

- Address success-factors to develop and improve business partnering skills

Training outline

Day 1

- Introduction
- Finance vision
- DISC profiling
- Case study

Day 2

- Recap from Day 1 / case study debrief
- Interpersonal skills
- Role plays
- Road map for business partnering
- Next steps and closing

About your workshop leader



Ivan Phuah

Ivan is a Director within the Finance practice of PwC South East Asia Consulting and based in Singapore. He has over 19 years of experience performing professional services across the Asia Pacific region, including Finance Transformations to maximise the value of Business Partners.

Ivan has facilitated workshops across multiple industries and locations across the region. This has included the development and delivery of training programmes around our ways of working within PwC as well as to external clients for the Finance Transformation initiatives.

Registration fee

(Includes 7% GST)

PwC Clients & Alumni: S\$980

Public: S\$1,080

How to register

To register, simply select the course via our Training Calendar (www.pwc.com/sg/academy) and click on the chosen course date to access the digital registration form.

For any further queries, please email academy.sg@sg.pwc.com