



Corinium
Training

Building and Maintaining Professional Relationship

Duration: 1 day

Whose is this for?

This course is aimed at anyone who wants to improve the way they relate to people at work and the results they get working with them.

Content:

- identify what makes relationships work and how different people value different things (discuss motivational types and the concept of the bank of goodwill)
- decide which relationships are key and create 'role goals' for each
- rate how trusted each relationship is and define the steps to get to 'great'
- decide how to be valuable to new people you wish to connect with (using Keith Ferrazzi's networking packets of generosity)
- clarify how you will invest in maintaining existing relationships

Delivery:

We can deliver this course either on a 1:1 or Group basis with a choice of virtual or face to face delivery (we can even tailor the content to suit your culture, values, branding etc)