

Topic: **LEADERSHIP**
 Course title: **ADVANCED BUSINESS PARTNERING**
 Session date: From 01 November to 12 December 2021
 Level: **intermediate**



◆ **Aim of the course**

By the end of this course, participants will be able to target specific stakeholders to be approached, to engage with them, and to influence their thinking.

◆ **Learning goals**

- Detect and prioritize strategic stakeholders
- Identify the right moment to influence stakeholders
- Understand their way of thinking to influence them more
- Become able to change their way of thinking.

◆ **Target group**

Category managers
 Strategic buyers
 Senior buyers
 Key Supplier Managers
 Purchasing directors.

◆ **Course Structure**

The **ADVANCED BUSINESS PARTNERING** course contains:

- **1 Awareness session**
- **2 Chapters including 9 e-modules, other material (readings, videos)**
- **2 Virtual classes.**

For each Chapter, self-study e-modules & other material must be completed BEFORE attending the related Virtual Class. Please, see the programme below:

Awareness session	Content		Duration	Total length of the course: Hr:Mn 15:00
Business Partnering	<ul style="list-style-type: none"> • Organizational influence (LET triangle) • Stakeholder management and stakeholder conversion • Introduction to ambidexterity 		210 min.	
Chapters	Self-study e-Modules		Durations	
	Nber	Names	Self-study	Virtual Classes
Understanding the breadth and depth of people's needs	6	<ul style="list-style-type: none"> • Emotional Intelligence (1) • Emotional Intelligence (2) • Emotional Intelligence (3) • Emotional Intelligence (4) • Emotional Intelligence (5) • Emotional Intelligence (6) 	150 min.	210 min.
Cropping SRM opportunities	3	<ul style="list-style-type: none"> • Managing cultures (1) • Managing cultures (2) • Managing cultures (3) 	110 min.	210 min.