

Consulting and Training | Reach New Heights

Course Name

Advancing Business Partnership

Sector Name

Management And Leadership

Document Type

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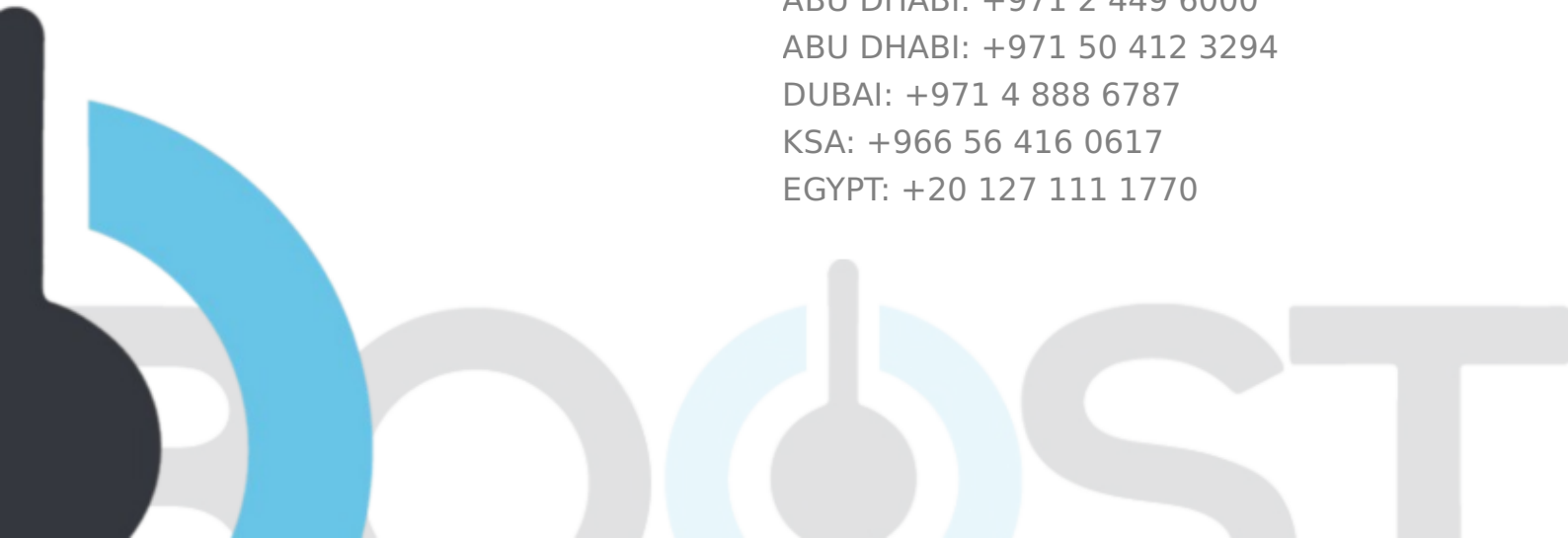
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Advancing Business Partnership

Course Introduction

In today's interconnected and performance-driven business environment, successful organizations rely on strong business partnerships rather than purely transactional relationships. Whether with internal stakeholders, suppliers, clients, or strategic partners, the ability to build, manage, and advance partnerships is a critical professional capability that directly impacts value creation, efficiency, and long-term success.

Responding to this need, **BOOST** has developed the **Advancing Business Partnership** course to support professionals who already engage with stakeholders and partners and are ready to move from basic coordination to more strategic, value-focused partnership management. This intermediate-level program emphasizes how effective business partnerships are built on trust, mutual objectives, clear communication, and shared accountability.

The course explores the shift from traditional functional interactions toward collaborative partnerships that support organizational strategy and performance. Participants learn how to align expectations, manage relationships proactively, handle challenges constructively, and strengthen credibility as trusted business partners.

Through structured discussions, applied frameworks, and practical scenarios, participants enhance their ability to contribute strategically, influence outcomes, and sustain productive partnerships across organizational boundaries.

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Advancing Business Partnership

Target Audience

- ✓ Business partners and relationship managers
- ✓ Functional managers and team leaders
- ✓ Procurement, finance, HR, and operations professionals
- ✓ Project managers and coordinators
- ✓ Account managers and client-facing professionals
- ✓ Professionals transitioning into strategic or advisory roles

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Learning Objectives

- ✓ Understand the principles of effective business partnerships
- ✓ Distinguish between transactional relationships and strategic partnerships
- ✓ Strengthen communication and relationship management skills
- ✓ Align partnership objectives with organizational goals
- ✓ Manage expectations, roles, and accountabilities effectively
- ✓ Address partnership challenges and conflicts constructively
- ✓ Build trust and credibility with key stakeholders
- ✓ Contribute to sustainable, value-driven business partnerships

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Advancing Business Partnership

Course Outline

✓ DAY 01

Foundations of Business Partnership

- ✓ Understanding business partnerships in modern organizations
- ✓ Transactional versus strategic partnerships
- ✓ Role of business partners in value creation
- ✓ Key characteristics of effective partnerships
- ✓ Stakeholder expectations and perspectives
- ✓ Common partnership challenges

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Course Outline

✓ Day 02

Communication and Relationship Management

- ✓ Building trust and credibility
- ✓ Effective communication in partnership settings
- ✓ Active listening and inquiry skills
- ✓ Managing expectations and boundaries
- ✓ Influencing without authority
- ✓ Handling difficult conversations professionally

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Course Outline

✓ Day 03

Aligning Strategy, Value, and Collaboration

- ✓ Linking partnership objectives to organizational strategy
- ✓ Understanding partner priorities and drivers
- ✓ Collaborative problem-solving approaches
- ✓ Balancing short-term needs and long-term value
- ✓ Measuring partnership contribution
- ✓ Case-based discussion on alignment challenges

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Course Outline

✓ Day 04

Managing Risk, Conflict, and Change in Partnerships

- ✓ Identifying partnership risks
- ✓ Managing disagreements and conflicts constructively
- ✓ Navigating change and uncertainty
- ✓ Maintaining alignment during organizational shifts
- ✓ Accountability and decision-making in partnerships
- ✓ Restoring trust when relationships are strained

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Course Outline

✓ Day 05

Advancing and Sustaining Business Partnerships

- ✓ Moving from support role to strategic partner
- ✓ Continuous improvement of partnership effectiveness
- ✓ Feedback and performance conversations
- ✓ Sustaining long-term partnerships
- ✓ Personal partnership development plan
- ✓ Course review, reflection, and next steps

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
March 15, 2027	March 19, 2027	5 days	4250.00 \$	UAE , Dubai
May 24, 2027	May 28, 2027	5 days	4250.00 \$	UAE , Abu Dhabi
Aug. 16, 2027	Aug. 20, 2027	5 days	4250.00 \$	UAE , Abu Dhabi
Nov. 9, 2026	Nov. 13, 2026	5 days	4250.00 \$	UAE , Abu Dhabi
Aug. 16, 2027	Aug. 20, 2027	5 days	4250.00 \$	UAE , Abu Dhabi

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