Introduction

The success of any organization depends on the competency and ability of its employees, i.e. how they co-operate, collaborate and work as a cohesive team, how this team appears to the external world as single entity and how the team leader gives value to its each employee on the successful completion of a project. The key challenges in this regard include the internal structure, availability of time and monetary resources, geographical distances and differing human behaviours at different places and cultures.

This workshop will be mainly focusing on trust building, relationship management, key stakeholders’ satisfaction, inter-personal communication, and future trends of business investments. The workshop will bring you a comprehensive framework for business development, which is best suitable to your business objectives.

Key Contents

The participants will be able to understand, manage and practice:

- The essentials for public and business relationship management
- Strategic approaches for relationship management
- Verbal and non-verbal rapport building
- Behavioural Change Communication
- Stakeholders and Actor Factor Analysis
- Strengths, Challenges, Opportunities and Tricks (SCOT) Management Styles
- How to develop a creditability matrix
- Skills and business management styles
- Collaboration for mutual gains in business development

Who Should Attend:

Public relation officers, business managers, corporate managers, sales executive, office secretaries, supervisors, project managers and consultants

Workshop methodology:

This is an interactive workshop on relationship management, which covers why, what and how one can build strong workplace relationships. This is what you shall learn through a variety of methods, including group discussions, role-plays or simulations, written exercises and Q/A session.

Registration fee and discounts

Rs.16,000/- per person payable through crossed cheque/bank-drafts/pay orders in the name of Sustainable Development Policy Institute. All payments should be sent to the Head of Trainings, SDPI- Centre for Learning and Development. The fee will cover the cost of stationery, lunches, teas, group photographs and certificates. For partial scholarships and discounts, visit our website or contact us on the given numbers.

Register before March 6, 2019

For details, please contact: Sadia Satti or Shahid Minhas at +92 51 2278 134 Ext 175 +92 300 513 6763 10-D, (West), Taimoor Chamber 3rd Floor, Fazl-ul-Haq Road, Blue Area, Islamabad www.sdpi.org cld@sdpi.org