

# BUILDING WORKING PARTNERSHIPS

1-Day Program



**PARTNERSHIP. Symbiosis, Synergy. Different words to express the same intent yet a lot of effort to build and sustain one. Remember chemistry labs: when one tuning fork is brought next to another fork it starts replicating its frequency. That is exactly what happens to a professional who can work along with others as a source of anchor. This DOOR program helps individuals explore ways to have strong working partnerships using tools and skills to build them. It focuses on what I can do to facilitate others focus on common goals.**

**Building Working Partnerships**



## Topics

- + Introduction to the elements of partnership
- + Creating the right impressions
- + Adaptable personality
- + Skills to strengthen the partnership
- + How to enhance trust

## Training Objectives

At the end of this training you will be able to:

- 1 Appreciate the need for building and nurturing partnerships
- 2 Reshape personality elements to build a highly adaptable working persona
- 3 Learn skills to work together effectively and meaningfully

## Duration

1 Day

# OPPORTUNITIES INCREASE WHEN YOU HELP OTHERS WIN. A LITTLE WIN FOR A PARTNER IS A LITTLE WIN FOR YOU. #PARTNERSHIP

## Program Schedule

Elements of working together

- + Principled co-existence (Agreement, Buy-In, Co-creation)
- + Pitfalls to working together

Developing a synergistic personality

- + The first 4 principle
- + Factors of response
- + Partnership bubble
- + The personality quotient framework

Skills for working together

- + Pacing
- + Modelling

+ Dialoguing

- + Trait requirements of candor, authenticity and non - judgement

Identifying my social profile

- + Understanding of the 'Look & Listen Model'
- + Identifying my style and appreciation for others style
- + Being an adaptable communicator

Action planning

- + My personality robustness plan

## More information

If you would like to discuss any one of our programs please contact us.

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