

Summary:

More and more organisations are seeking IT Professionals to become 'Strategic Partners' to Senior Managers, manage productive relationships and add value to the Business.

This one-day workshop, which is available in-house, is aimed at IT Professionals and IT Business Partners who desire clarity on the demands of the role, the knowledge, skills and attitude required and how to develop a blueprint for success.

The workshop is delivered in an engaging and participative style, it is highly practical, combining best practice, group participation and practical tools and advice from partnering experts.

This Workshop Will Enable You To:

- Understand what is meant by an IT Business Partnering approach and how it differs from traditional IT
- Explore the role and realities of the IT Business Partner, mapping current activities against a template
- Review organisational and personal challenges and opportunities to successful business partnering using a 'Willing, Able and Allowed' questionnaire
- Explore the competencies of an IT Business Partner to create a personal development plan
- Map key stakeholders in your role as a IT Business Partner and develop strategies to engage them
- Identify what it means to add value to the business as an IT Business Partner and how to measure and prove value

- Work with a set of tools to plan activity as an IT Business Partner
- Practice some key partnering skills including communicating the role confidently
- Develop a personal development and action plan

Contents Will Include:

- Definitions of IT Business Partnering and how it differs from traditional approaches
- Mapping current activities against a partnering template
- Assessing personal and organisational readiness
- 'Willing, Able and Allowed'
- IT Business Partner competencies
- The stakeholder map and strategies for engagement
- Adding value - defining, measuring and proving value
- Activity toolkit – ideal particularly for those establishing themselves in the role
- Partnering skills - communicating the role confidently through the 'lift speech'
- Personal development and action planning

Workshop Details:

This workshop can be run 'off-the-shelf' in-house or designed as a bespoke workshop. Options include guest speakers from other organisations.

For an informal discussion please call Shirley Dalziel on +44(0)7740 737739 or email karen.morrison@develop-global.com