Building partnerships in and out of the organization requires knowing with whom to build strategic partnerships and alliances; how to leverage networks; and how to build and maintain internal and external relationships. Leaders learn to evaluate their current network and take steps to close gaps in knowledge and perspectives. They identify personal and organizational barriers that hamper efforts to negotiate, collaborate, and communicate as they build partnerships. Leaders also learn how to create an influence strategy that clearly links their ideas and recommendations to changes that will have a positive impact on individual, team, and organization performance.

**MODULES:**
In this program, we will discuss the following modules:
1. Cultivating Network and Partnership
2. Influencing for Organization Impact
3. Mastering Decision Dynamics

**Objectives**

*Helps leaders:*

- Accomplish business objectives through broader networking and more effective partnership.
- Understand how effective networking and having a broad perspective can improve working in a strategic and global environment.
- Evaluate their network to close any gaps in their knowledge or perspectives.
- Foster efforts to advance their organization’s objectives through building strategic partnerships.
- Recognize personal approaches that limit partnerships and address them with personal strategies to expand their thoughts.
- Identify critical checkpoints to plan, execute, monitor, and maintain partnerships.
- Identify and assess influence opportunities and choose strategies to achieve business results.
- Evaluate their business network and build supportive and reciprocal long-term working relationships at all levels of the organization.
- Leverage their personal power to move people to take action on those ideas, opportunities, and recommendations that will have the greatest impact on organizational priorities.
Cultivating Networks and Partnerships

Objectives

Helps leaders:

- Recognize the presence of complex dynamics that can negatively impact the ability to make objective, informed business decisions
- Identify specific decision-making biases to which the organization and you are most susceptible.
- Apply a decision-making discipline to manage these biases and other decision dynamics.

Course

- **Why Network?**: The importance of strategically managed partnerships is discussed.
- **Introduction**: Participants define influence in the business environment; partner to assess an influence opportunity, and evaluate the effectiveness of a manager's influencing behaviors as presented in the prework's case study.
- **Four Practices of Strategic Networkers**: Participants learn the four practices that strategic networkers embrace—Determine network requirements, Expand your key contact database, Leverage network contacts, and Maintain network relationships.
- **Strategy**: Participants use the case study to learn about seven techniques that support the first influence component—strategy—which enables them to focus on the big picture. They consider how the techniques work in their own organization. And, they begin to complete their plan for their own influence opportunity.
- **Supporting Those You Lead**: Participants discuss how to help their own direct reports be better networkers.
- **Packaging**: Participants review three elements of Packaging, which address the best way to engage the hearts and minds of others. The three elements are painting the picture, the power of questions, and adapting your approach. Individually, participants continue to work on plans for their own influence opportunity.
- **Networking Practices**: Throughout the session, participants engage in activities to evaluate their existing networks and determine how to expand and strengthen them.
- **Partnerships: A Strategic View**: Participants work together to solve a logic problem, which drives understanding of why partnerships are important.
- **Commitment**: Participants discuss commitment techniques and decision-making tools. Pairs discuss how to gain commitment for their specific influence situation, seeking feedback and advice from their partners.
- **A Deeper Dive into Partnering**: Participants discuss stereotypes that negatively impede relationships; understand and then apply strategies for building partnerships; explore tools to strategically create and evaluate effective partnerships; and address the handling of difficult partnering situations.
- **Summary and Call to Action**: Participants reflect on their key learning and insights from the partnerships and influencing portion of the session, and what they will stop, start, and continue doing regarding their partnership approach.

CONTINUING EDUCATION UNITS: 1.6 (Duration: 16 hours)

To Register Call: 281.542.2061

Registration Deadline: October 9, 2013

Date: 10/24/13 thru 10/25/13

Time: 8am – 5pm

Cost: $850 (Material Incl)

Location: San Jacinto College Central
8060 Spencer Hwy
Pasadena, Texas 77505

More information contact:
David Lewis 281.542.2061 or David.Lewis@sjcd.edu

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Details

- **Target Audience**: Mid-level leaders through senior leaders.
- **Course Length**: 16 hours
- **Prerequisites**: None.
- **Series**: Suitable for all environments.
- **Group Size**: 8 to 16 people.
- **Prework**: Yes. 35-45 minutes review a networking article and Key Principles, complete two self-assessments for networking and partnerships, and determine a partnership opportunity to develop during the session.