

## A next-generation internal business partnership training programme

### The IOWEU™ approach to Better Relationships - Stakeholders™



#### What clients say about the IOWEU™ Stakeholder relationship programme

*“Strong content around structured dialogue - and owning/driving conversation.”*

*“Plenty of practice and putting principles into real life context”*

*“Rich, realistic and great learning.”*

*“Thought provoking. Useful tools that I can share with colleagues.”*

### Overcome the barriers to internal collaboration

An organisation’s success depends on the ability of its people to collaborate, but time, money, structure, distance and priorities can block effective teamwork.

The Better Relationships – Stakeholders™ programme, based on the proven IOWEU approach of providing value in every interaction, focuses on how to build trusted internal partnerships.

As participants become more confident of their personal impact and not limited by their organisational authority, they can assume a seat at any table as an equal status partner, interact with stakeholders at any level, and deal with even the most challenging partner.

Not only does fuller participation in the network of stakeholder conversations result; the ability to shift these conversations to a higher level is also developed.

#### The IOWEU Stakeholder relationship programme will build the confidence of your teams to:

- Interact effectively with stakeholders through a deep understanding of their needs and goals
- Create environments in which people are open and collaborative
- Interact at all levels as business partners
- Break down internal barriers and improve collaboration
- Achieve consensus and commitment to move forward

### Programme content

The IOWEU framework contains tools and processes to focus activities on creating trust and value from the very first words. Key relationship management tools include how to:

- Identify which stakeholder relationships to invest in
- Position your ideas and offerings for maximum impact
- Shape conversations to build trust quickly and to focus on value
- Reveal unexpressed needs with the right questions
- Adapt to stakeholders’ behavioural preferences
- Maximise collaboration and commitment to move forward by tracking decisions and implementation in a way that focuses on the value created for the stakeholder
- Be accountable by measuring the trust that has been created with a proprietary online tool

### Programme format

- The format is flexible, but is usually delivered over two days with modules of varying length to fit different requirements
- Workshop sessions are interactive and include behavioural analysis, practical examples, role-play and case studies
- Post-workshop reviews and coaching can be provided to support implementation.

### Programme delivery

- IOWEU International has established a network of accredited affiliates in over 26 countries
- The Consultant Powerhouse with its network of experienced facilitators is accredited to deliver IOWEU across Africa
- **Contact us to discuss your needs on 011-234-6127 or at [training@theconsultantpowerhouse.co.za](mailto:training@theconsultantpowerhouse.co.za)**