Individuals bring their unique talents, strengths, experiences, and outlooks to the workplace. Operating collaboratively, these diverse perspectives and styles deliver highly successful outcomes and create high-performing teams. In this course, you will learn how to build co-operative trust-based relationships that enable you to work productively with other professionals, clearly communicating and respectfully harnessing your distinctive contributions.

**WHO SHOULD ATTEND:**
Professionals desiring to improve working relationships and maximize cooperation and productivity.

**JOB ROLES:**
- Personal Development
- Leader of Teams/Projects
- Leader of Managers/Departments

**OBJECTIVES:**
- Describe the importance of effective work relationships
- Demonstrate professionalism through your behavior
- Identify the interdependencies between you and your colleagues
- Communicate effectively to create rapport and connect with others
- Build and maintain your network of professional relationships
- Use quality dialogue to focus discussion toward mutual outcomes
- Develop collaborative working relationships that achieve results

**COURSE OUTLINE:**

**The Importance of Work Relationships**
- Supporting Effective Teamwork
- Understanding the Value of Relationships

**Interpersonal Dynamics**
- Working with Ego States
- Being Effectively Assertive

**Demonstrating Professional Behavior**
- Developing Professionalism
- Valuing Respect, Reliability, and Results
- Comparing Attitude, Action, and Effect

**Mapping Your Work Network**
- Identifying Interdependencies
- Focusing on Purpose

**Bridging Work Styles**
- Identifying and Accepting Differences
- Adapting to Different Work Styles

**Building Your Network**
- Appreciating Needs and Values
- Managing Your Network and Your Reputation

**Collaborating for Success**
- Fostering Collaboration
- Creating a Working Agreement
- Contributing to a Collaborative Culture

We Ensure Personal & Professional Growth Through:

**TOPIC-SPECIFIC, REINFORCEMENT MATERIALS TO ENRICH YOUR JOURNEY**
- eBooks, On-Demand Courses, Quick Videos,
- Personal & Team Assessments, Tools & Templates.