



THE ROLE AND MINDSET OF A BUSINESS PARTNER

Understand your role and how you can elevate your value.

Agenda items

The relevance for a business partner

Participants will be able to...

1

IMPACT

Defining the role and value contribution of a business partner.

We will initially align on a common definition of the role and value contribution of business partner and discuss to what extent you are successful today.

- Have a common language for business partnering via the 3 x I framework.
- Understand current vs. desired role in the organization.

2

INSIGHTS

Understand the value drivers and how you can impact them as business partner.

We will reflect of the difference between Data, Information & Insights, and discuss different means of adding insights. Participants will share concrete impact stories a present in plenary to the group.

- Inspire each other with tangible impact stories.
- Effectively communicate using the Situation, Complication, Resolution & Impact format.

3

INFLUENCE

Being right is not enough!
What are the small steps you can take to influence better?

You might have the right answer, but if you cannot get buy-in to your recommendation, it doesn't matter.
We therefore discuss and identify tangible steps that you can take to enhance your influence on decisions makers.

- Understand the components of trust.
- Take small steps to enhance influence.

4

ACTION!

Take the first step in building the relationship with your internal customers.

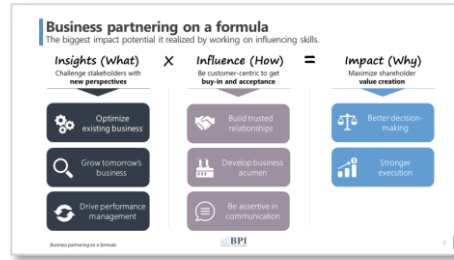
Business partnering is not complex – so what are the roadblocks that are stopping you?
Lastly we commit to the smallest step that you can take that will help build your impact as a business partner.

- Use 5 x why – Root cause analysis.
- Commit to one microstep that will make a change.



YOUR TOOL BOX

What you will take home



Business Partnering Framework



Simple and useful tools (e.g. 5xWhy, and SCR-I)



Catalogue with micro steps with can elevate your impact



MAKING IT STICK

How we ensure taking learnings from classroom into practical use.

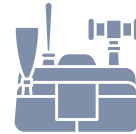
Pulse survey



Survey participants (& internal customers) on the current brand of Finance.

Before the training

Tangible training



We build the practical application of concepts into the training and identify simple and practical steps forward.

During the training

Micro step commitment



Participants execute on one micro step. Plan with managers on how to follow-up on workshop

After the training



ANDERS LIU-LINDBERG

Partner in BPI



Anders is an experienced business partner and global thought leader. He will share from lots of practical tips and war stories on how to create impact in real life (and also a few on how not to).



MICHAEL BÜLOW

Partner in BPI



Michael has a background as consultant and finance leader and has driven the transformation of many finance organization. He will share his key insights and best practice from leading companies.

This was great! I was expecting the usual consultancy BS. Instead, I left the day with practical tools that I am still using today.

Plant controller, Large Manufacturer



TRAINERS

Your facilitators



1/2 - 1 day