



Building Sustainable Business Relationships Workshop

A Blend of Values, Skills, & Practical Tools for Women

► Training Details

Training Course Overview

Sustainable business relationships may be the key to successful business and a fulfilling life. Regardless of the sector you are involved with, a clear and practical understanding of sustainable business relationships as a tool for optimizing your potential should be a matter of priority.

This 3-day Anderson training workshop suggests a blend of soft skills and substantive knowledge. The workshop seeks to enhance your confidence and capabilities by elaborating on the building of strong personal relationships and business goals through inner values, and by exploring practical tools such as proactive contract law and dispute resolution techniques. Not only the workshop suggests an attitude, it also provides information and knowledge. Solid exposure to practical tools which underpin sound business relationships includes proactive contracting principles, the fundamentals of international contract law, and alternative dispute resolution.

Training Course Objectives

By attending this Anderson training course, delegates will be able to:

- Appreciate the power of personal relationships, including in a business environment
- Understand the importance of integrating win-win approaches in their business projects and contracts
- Recognise the role of practical tools which support sound business projects and harmonious business relationships such as proactive contracting principles
- Understand the basics and rationale of international contract law
- Identify non aggressive tools which allow for out-of-court dispute resolution when things go wrong such as mediation and arbitration
- Enhance their confidence and leadership through the enhancement of their skills and knowledge

Designer For

This Anderson training course is designed for aspiring and developing women leaders who want to further their career and personal development.

This training course is suitable to a wide range of professionals but will greatly benefit women who are:

- Managers and leaders seeking to develop their leadership competencies
- Business owners who need to boost their confidence, skills and knowledge in building and preserving sustainable business relationships
- Potential and new entrants in various industry sectors
- Experienced professionals who seek to refresh their knowledge and work on their inner qualities
- Professionals who seek to combine sustainable business relationships with proactive contracting approaches
- Professionals who are interested in improving the quality of their interaction with other professional groups

► Training Course Outline

Amongst a wide range of valuable topics, the following will be prioritised:

- The potential of women for integrating inner values in business relationships
- Approaching strong personal relationships as a key to personal and professional success
- Shaping business goals
- Cross-cultural elements
- Business dialogue between men and women
- Basic contracting principles underpinning sound business relationships
- Discovering the fundamentals of international contract law
- Preventing disputes from destroying business relationships: an introduction to out-of-court dispute resolution
- The parties shaping the outcome of their business dispute through mediation
- The dispute in the hands of a private judge - arbitration

► The Certificate

Anderson Certificate of Completion for delegates who attend and complete the training course

► INFO & IN-HOUSE SOLUTION

For more information about this course, call or email us at:

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Email: info@anderson.ae

Request for a Tailor-made training and educational experience for your organization now:

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