



Target Audience

Managers at service and senior level who have a responsibility to ensure they are able to lead the partnership working and network building across own service or across a range of services.

There are many different types of partnership working and network building and many different types of reasons that you might want to develop them. This could be to help support you as manager and leader to generate ideas, or develop strong working relationships to enhance and grow your business sector. Some networks and partners can also develop relationships with different audiences.

This course will give learners the ability to build successful, productive relationships with key organisations, including the social care housing and health sector. Learners will be supported to understand how to develop working partnerships which will lead to improved outcomes. Learners will also develop their understanding of building networks and how these can contribute to driving their business forward.

This course is delivered using a range of methods and resources including:

- ◆ Live tutor facilitation, interactive polls, questionnaires and drawing tools, scenarios for breakout groups, questioning and participation and an end of session assessment.

This course has been developed and mapped to current occupational standards, qualification frameworks and the following documents and resources:

- ◆ The National Skills Academy: The Leadership Qualities Framework
- ◆ ILM Develop and Maintain Professional Networks

Course Content

- ◆ Features of effective networking and partnership working
- ◆ Identifying potential partnerships and networks
- ◆ Role of conflict management in relationship building
- ◆ Importance of networking and partnership working
- ◆ Tools for improved cross function relationships
- ◆ Contribution to better outcomes
- ◆ Barriers to networking and partnership working and overcoming these

Learning Outcomes

After attending this course, learners will be able to:

- ◆ Explain the features of effective networking and partnership working
- ◆ Describe how to identify potential partnerships and networks
- ◆ Explain the role of conflict management in relationship building
- ◆ Describe the importance of networking and partnership working
- ◆ Describe the tools for improved cross function relationships
- ◆ Explain how effective networks and partnership working can contribute to better outcomes
- ◆ Explain the barriers to networking and partnership working and how to overcome these

Duration: 7 Hours