

Location: Taaeen/ ADNOC

Date: April 2025

Duration: 3 Days

Fee: English

Course Title: Advancing Business Partnership

Learning Objectives:

- Identify strategies for strengthening business partnerships.
- Enhance communication and negotiation skills.
- Foster collaborative environments for mutual growth.

Target Audience:

- Business Development Managers, Executives, and Strategic Planners

Daily Course Outline:

Day 1: Strengthening Business Partnerships & Communication Strategies

- Relationship-building techniques
- Influencing and persuasion tactics

Day 2: Collaborative Business Models & Conflict Resolution

- Joint ventures and strategic alliances
- Managing disputes and aligning expectations

Day 3: Implementing & Sustaining Strategic Partnerships

- Case studies on successful partnerships
- Action planning for long-term collaboration

