

Strategic Partnership & Effective Communication Skills

Project Management
Vienna (Austria)
09 - 13 Jun 2025

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A close-up photograph of chess pieces on a checkered board. In the foreground, a large, ornate gold king piece stands prominently. To its left, a smaller silver pawn is visible. Further back, another silver pawn is positioned. The background features concentric circles, creating a sense of depth and focus on the king piece.

Strategic Partnership & Effective Communication Skills

Ref: 3016_133058 **Date:** 09 - 13 Jun 2025 **Location:** Vienna (Austria) **Fees:** 4400 **Euro**

Course Description

This comprehensive 5-day course equips professionals with essential skills for building strategic partnerships and enhancing communication effectiveness. Participants will learn proven techniques for developing mutually beneficial collaborations, while honing their verbal and non-verbal communication abilities. The course combines theoretical knowledge with practical exercises to ensure immediate application in real-world scenarios.

Learning Objectives

- Develop strategies for identifying and cultivating strategic partnerships
- Master effective communication techniques for various professional contexts
- Learn to navigate complex negotiations and conflict resolution
- Enhance leadership skills through improved communication and partnership management
- Gain proficiency in crafting and delivering impactful presentations

Course Modules

Day 1: Foundations of Strategic Partnerships

- Understanding the value of strategic partnerships
- Identifying potential partners and assessing compatibility
- Developing a partnership strategy
- Building trust and rapport in new relationships

Day 2: Effective Communication Fundamentals

- Verbal and non-verbal communication techniques
- Active listening and empathy in professional settings
- Adapting communication styles to different audiences
- Overcoming communication barriers

Day 3: Negotiation and Conflict Resolution

- Principles of successful negotiation
- Strategies for win-win outcomes
- Managing and resolving conflicts effectively
- Cultural considerations in negotiations

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Day 4: Leadership Communication

- Communicating vision and strategy
- Influencing and persuasion techniques
- Giving and receiving feedback
- Leading virtual and cross-functional teams

Day 5: Presentation and Partnership Management

- Crafting compelling presentations
- Delivery techniques for high-impact presentations
- Managing and nurturing long-term partnerships
- Measuring and evaluating partnership success

Practical Wins for Participants

- Develop a strategic partnership plan for your organization
- Create a personal communication improvement strategy
- Design and deliver a high-stakes presentation
- Craft a conflict resolution approach for a current work challenge

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