

Influencing in Finance

Asserting yourself as a Business Partner

WHO SHOULD ATTEND?

Controllers – Financial, Consolidation Accounting
Managers – Accountants – Consolidation Managers –
Internal auditors

Prerequisites: *this training does not require a particular prerequisite.*

OBJECTIVES

- › Know how to identify and adopt best practices and postures that improve dialogue with operations and promote performance

WHY YOU SHOULD ATTEND?

- › This training course helps to strengthen the Enterprise Performance Management (EPM) and the business dialogue. It illustrates and promotes, in the form of workshops, the behavioral aspects of acting as a Business Partner.

Soft skills trainings are often perceived as too theoretical or too abstract. At the opposite, we offer you a concrete learning experience led by business professionals who have lived through these situations and share their experience.

DETAILED CONTENT

- › **The definition of a Business Partner**
 - Understand the evolution of the role
 - Know the key competencies
- › **Identify the interlocutor's profile**
 - Knowing yourself to better manage yourself
 - Knowing others to better manage your relationship
- › **Adapting communication**
 - Develop active listening and identify psychological expectations
 - Apply methods to find the origin of causes (5 whys and 6Ms)
 - Role play and exchange of good practices
- › **Influence and persuasion**
 - Build a structured argumentation to convince
 - 3 postures to adopt to influence (without authority)
 - Making original and powerful suggestions
 - Contribute to decision making
 - Working in a network
 - Give a positive image of controlling function
- › **Assert yourself in all circumstances**
 - Handle objections
 - Attitudes in the face of conflict and in tense situations
- › **Accompanying change and piloting continuous progress**
- › **Summary: your commitments and your Personal Action Plan**

INSTRUCTIONAL APPROACH AND LEARNING ASSESSMENT

- **Prior to the session:** documentary inputs.
- **During the session:** alternating theoretical developments, illustrations and practical cases. Several situational exercises and role plays. The participants are invited to transpose the training to their own business situations. They leave the workshop with their own poster presenting their action plan.
- **After the session:** documentary contributions (insights, articles, and videos).
The trainer is available to answer any follow-up questions participants may have.

DURATION: 2 DAYS

DATES*: 22-23/01/24
03-04/04/24
04-05/07/24
28-29/11/24

PRICE EXCL. VAT: 1 860 €

(*) Delivery method: face-to-face, subject to change according to your requests and/or health conditions.

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