

Business Development Professional

Course Content

This course combines Stakeholder Engagement Essentials and Engaging Presentations into a full day course to upskill participants to apply business development strategies.

The full day program includes:

- Understanding the role and responsibility of a team leader/supervisor and its contribution to organisational objectives
- Communicating effectively
- Leadership styles and situational leadership
- Understanding communication and behaviour styles
- Managing performance and identifying causes of poor performance
- Having difficult conversations
- Monitoring performance and follow up

Learning Outcomes

By the completion of this program participants will develop:

- Define the needs of the stakeholder
- Develop a planned approach
- Set up performance measures to determine results
- Align the engagement plan to the overall strategic direction of the project
- Overcoming fear of public speaking

- Better handle nerves and channel adrenalin for positive impact
- Confidence to analyse the audience and tailor delivery
- Practice techniques that ensure clear, concise and effective wording
- Deliver a polished, professional and credible speech

Who should attend?

This course is suitable for those working with any group, individual or community, where internal or external business relationships have an effect of the success of the business operations or project outcomes.

Delivery Information

Duration: 7 hours

Location: State-wide

Investment

\$ 495 TCCI member

\$ 745 non-member

More Information?

Call 1300 559 122 today to discuss your training needs including on-site or customised delivery, or email training@tcci.com.au