



*Training Course:  
Business Relation Coordination*

*30 November - 4 December 2026  
Madrid (Spain)*

## Training Course: Business Relation Coordination

Training Course code: MA1939 From: 30 November - 4 December 2026 Venue: Madrid (Spain) - Training Course Fees: 5775 € Euro

### Introduction

The **Business Relation Coordination** program enhances participants' ability to **build and manage successful business relationships**. It provides practical strategies to establish effective communication, foster collaboration, resolve conflicts, and drive mutually beneficial outcomes in complex business environments.

### Objectives

Participants will learn to:

- Understand the importance of business relationship coordination for organizational success
- Develop effective communication and collaboration skills
- Identify and engage key stakeholders
- Enhance negotiation and conflict resolution capabilities
- Build trust, credibility, and rapport with clients, suppliers, and partners
- Apply cultural intelligence in diverse business settings
- Create a personal action plan for continuous improvement

### Target Audience

This program is suitable for:

- Business development managers
- Account managers and sales representatives
- Project managers
- Professionals responsible for establishing and maintaining business partnerships

### Program Outline

#### Day 1 - Building Strong Foundations

- Introduction to business relationship coordination
- Importance of effective relationships for organizational success
- Types of business relationships and current practices
- Personal commitment to improving relationships

#### Day 2 - Effective Communication and Collaboration

- Enhancing communication skills
- Active listening and empathetic communication
- Nonverbal communication and collaborative decision-making
- Building trust and transparency

#### Day 3 - Stakeholder Identification and Engagement

- Identifying key stakeholders and mapping their roles
- Strategies for engaging and influencing stakeholders
- Leveraging networks for business growth
- Effective communication with diverse stakeholder groups

#### Day 4 - Negotiation, Conflict Resolution, and Persuasion

- Principles of effective negotiation
- Conflict management and dispute resolution
- Win-win negotiation techniques
- Persuasive communication and maintaining relationships under pressure

#### Day 5 - Cultural Intelligence and Continuous Improvement

- Understanding cultural intelligence in global business
- Adapting to diverse cultural norms
- Managing cross-cultural communication challenges
- Developing a personal action plan for continuous improvement
- Review of key takeaways and program conclusion

## Registration form on the Training Course: Business Relation Coordination

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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

### Delegate Information

Full Name (Mr / Ms / Dr / Eng): .....  
 Position: .....  
 Telephone / Mobile: .....  
 Personal E-Mail: .....  
 Official E-Mail: .....

### Company Information

Company Name: .....  
 Address: .....  
 City / Country: .....

### Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): .....  
 Position: .....  
 Telephone / Mobile: .....  
 Personal E-Mail: .....  
 Official E-Mail: .....

### Payment Method

- Please find enclosed a cheque made payable to Global Horizon
- Please invoice me
- Please invoice my company

### Easy Ways To Register

Telephone:  
+201095004484 to  
provisionally reserve your  
place.

Fax your completed  
registration  
form to: +20233379764

E-mail to us :  
info@gh4t.com  
or training@gh4t.com

Complete & return the  
booking form with cheque  
to: Global Horizon  
3 Oudai street, Aldouki,  
Giza, Giza Governorate,  
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