



*Training Course:
Business Relation Coordination*

*29 June - 3 July 2026
Cape Town (South Africa)
DoubleTree by Hilton Cape Town - Upper Eastside*

Training Course: Business Relation Coordination

Training Course code: MA1939 From: 29 June - 3 July 2026 Venue: Cape Town (South Africa) - DoubleTree by Hilton Cape Town - Upper Eastside Training Course Fees: 6350 € 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

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