

Course Description

This one day Awareness workshop is to provide an introduction to the benefits of collaborative working principles of ISO 44001 and how these impacts behaviours at all operating levels to support successful outcomes of collaborative programmes.

Introducing any new initiative to an organisation can be challenging. This course is focused on providing high level insight for those individuals who may be initially impacted by any changes or are being assigned to collaborative programmes. The course will provide insight to the key requirements encompassed within ISO 44001 and address the fundamental objectives of a structured approach to collaborative working.

Who Should Attend?

The course is ideal for those who are or intending to be:

- ◆ *Business development*
- ◆ *Operational managers*
- ◆ *Support functions e.g. HR, Finance, Procurement and contracts*
- ◆ *Front line managers particularly from those operating relationships being targeted*
- ◆ *Potential Relationship Champions and coordinators*

Benefits to your Business

ICW experience supports the view that before implementing a change programme, ensuring there is awareness across the organisation of the broad understanding of the drivers and key impacts setting the scene for wider engagement.

This course will provide a step by step review of the standards eight stage model by facilitators who have a wide experience in supporting organisations that have implemented the approach. It addresses the key benefits and how past challenges have been handled.

Specifically the course addresses the benefits of collaboration and a systemic approach to relationship management and benefits of creating a robust approach that ensure the maximum engagement through internal readiness, partner engagement and life cycle management of a strategic business relationship.

It will provide insight to the organisational changes that may be necessary and how the principles of the Standard seek to support the appropriate behaviours that will drive more successful outcomes.

Course Structure

Introduction to Collaborative working and how other organisations have adopted the approach and delivered long term benefits whether build strong customer relationships, optimising strategic supply chain relationships, building relationships with external partners and harmonising internal relationships.

The context of the organisation

Understanding the broader parameters and impacts of a collaborative approach when considering the adoption of a structured approach within the context of business environment.

Leadership

Understanding the key role of executive level leadership to identify and support the objectives for collaboration, develop and implement policies and processes, allocation of resources, ensure effective communication to ensure effective operations.

Planning

Understanding the influences that effective risk and opportunity management have in meeting operational objectives and identify where these may be supported through the adoption of collaborative working.

Support

Understanding the need to ensure the appropriate allocation of resources with the right competence and behaviours to deliver desired outcomes.

Operational Awareness

Evaluating operational variances in applying a corporate collaborative system to operational activities and ensuring alignment with corporate values and objectives.

Knowledge

Understanding the need for establishing a structured approach to selection of specific focus for collaborative working and identifying the key requirements for developing collaborative business plans, that enable the appropriate allocation of resources based on analysis of business benefits.

Internal Assessment

Understanding the potential benefits and challenges of integrating collaborative working within existing operating models and preparing the organisation to engage with potential partners.

Partner Selection

Assessing and implementing a structured approach to identifying the right partner(s) based on alignment of objectives, culture and behaviours.

Working Together

Understanding the core principles to be jointly addressed to ensure the appropriate governance and contracting structures are mutually agreed to provide a robust platform for successful delivery.

Value Creation

Recognising the importance of harnessing the full capabilities of partners to add value and encourage innovation throughout the life of the relationship.

Staying Together

Implementing a joint management team focused on delivering the agreed outcomes and monitoring and measuring the relationship throughout its life cycle, to ensure maximising performance.

Exit Strategy

Understanding the importance and benefits of a structured approach to controlled disengagement when appropriate as a contributor to maintaining effective.