

The background is a photograph of a city skyline with several tall skyscrapers. A semi-transparent blue grid is overlaid on the image. A large, 3D blue arrow points diagonally upwards and to the right, starting from the bottom left and ending near the top right. At the bottom, there is a large orange rounded rectangle containing the title text.

Business Acumen and Relationship Building

Empowering Professionals with Effective and Professional Communication Skills

- **Understand Business Drivers • Build Strategic Relationships**
- **Influence for Impact**



Audience

Business Acumen and Relationship Building is designed for individuals and professionals who want to develop a strong understanding of how businesses operate while building meaningful, productive relationships that drive success.

The training equips participants with the ability to think strategically, understand organizational goals, and build relationships that enhance collaboration, influence, and business growth.

Ideal for:

Business professionals across all industries

Project Managers, Business Analyst and Product Managers

Sales and marketing professionals

Entrepreneurs and business owners

Graduates and entry-level professionals

Non-tech professionals transitioning into business-focused roles



Course Description

Business Acumen and Relationship Building focuses on developing participants' ability to understand key business drivers, make informed decisions, and build strong professional relationships that support organizational success.

The course provides practical insights into how businesses operate, how different functions align to achieve goals, and how to communicate and collaborate effectively across teams. Participants will learn how to build trust, manage stakeholders, and create mutually beneficial relationships that enhance performance and career growth.



Course Outline

Module 1: Introduction to Business Acumen

Module 2: Understanding Business Models and Value Creation

Module 3: Financial Literacy for Non-Finance Professionals

Module 4: Strategic Thinking and Decision Making

Module 5: Understanding Stakeholders and Organizational Dynamics

Module 6: Fundamentals of Relationship Building

Module 7: Communication and Influence Skills

Module 8: Building Trust and Managing Professional Relationships

Module 9: Networking Strategies for Career and Business Growth

Module 10: Managing Difficult Conversations and Conflict Resolution



Training Details

Duration: 2 Days

Training Fee: 150,000





Thank you



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