

# BUILDING BUSINESS RELATIONSHIPS CERTIFICATION

As per International Standards



## UNICHROME

# Unichrone Training **Advantages**

- ✓ 1 Day Interactive Instructor-led Online/Classroom or Group Training
- ✓ Course study materials designed by subject matter experts
- ✓ Mock Tests to prepare in a best way
- ✓ Highly qualified, expert & accredited trainers with vast experience
- ✓ Enrich with Industry best practices and case studies and present trends
- ✓ Building Business Relationships Training Course adhered with International Standards
- ✓ End-to-end support via phone, mail, and chat
- ✓ Convenient Weekday/weekend Building Business Relationships Training Course schedule



# About Unichrone

✓ We are a professional training institute with an extensive portfolio of professional certification courses. Our training programs are meant for those who want to expand their horizons by acquiring professional certifications across the spectrum. We train small- and medium-sized organizations all around the world, including in USA, Canada, Australia, UK, Ireland and Germany.



Guaranteed Quality



Handpicked Trainers



Global Presence



Online Training Option

## We've trained professionals across global companies



AkerSolutions





## Importance of Building Business Relationships Training

- ✓ Building Business Relationships Certification is crafted to transform the way professionals establish and nurture connections in the business world. It signifies a dedication to developing relational intelligence which is a competence that enterprises increasingly seek out. This helps businesses create impactful and long-term connections. As a result, a crucial understanding of Building Effective Business Relationships and its key concepts is an investment in one's ability to connect meaningfully and communicate tactically. By attaining this attestation individuals can enhance their networking skills, and build rapport with ease.
- ✓ Building Business Relationships Training helps candidates obtain all the necessary tools for success in the world of business. To enhance the delivery of project materials, participants will be tasked with an opportunity to improve how they can communicate their ideas or persuade others. They will be taught listening skills to be able to listen and respond to those who interact with them. Furthermore, Building Business Relationships Training is aimed at trust management, rapport development, and the creation of useful professional contacts.

## ELIGIBILITY CRITERIA

- ✓ Aspirants need not meet any requirements to pursue Building Business Relationships Training Course. However, having prior knowledge is beneficial.

## WHO SHOULD ATTEND

- ✓ Any individual who wants to gain skills to understand Building Business Relationships can enroll in the Building Business Relationships Training course.

# BUILDING BUSINESS RELATIONSHIPS CERTIFICATION ADVANTAGES



CERTIFIES  
YOUR TALENT



HELPS  
BUILDING  
VALUES



GLOBAL  
RECOGNITION



PERFECT  
EXECUTION



BUILDS  
CUSTOMER  
LOYALTY



MORE  
EMPLOYABILITY  
OPTIONS

# Syllabus of Building Business Relationships Training

## Lesson 01 – What is Building Business Relationships?

- |    |                                   |
|----|-----------------------------------|
| 1. | What Defines a Good Relationship? |
| 2. | What do Clients Want?             |

## Lesson 02 – Behaviours Cycle

- |    |   |
|----|---|
| 1. | Emotional Intelligence in the Workplace |
| 2. | Importance of Emotional Intelligence    |

# Syllabus of Building Business Relationships Training

## Lesson 03 – Meeting Relationship Expectations

- |    |                                  |
|----|----------------------------------|
| 1. | What are the Expectations?       |
| 2. | How to Meet Client Expectations? |

## Lesson 04 – Stakeholder Management

- |    |                                       |
|----|---------------------------------------|
| 1. | How to Engage with Stakeholders?      |
| 2. | Understanding What Stakeholders Want? |
| 3. | How to Meet Stakeholder Expectations? |



# Syllabus of Building Business Relationships Training

## Lesson 05 – Communication Vehicles

1.	Importance of Communication
2.	Effective Communications Methods

## Lesson 06 – Influencing Relationships with Integrity

1.	Integrity and Its Importance
2.	Building a Relationship on Integrity

# Syllabus of Building Business Relationships Training

## Lesson 07 – NLP and Body Language

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|----|---|
| 1. | What is NLP?  |
| 2. | Body Language for Effective Communication           |
| 3. | Correct Body Language for an Effective Relationship |

## Lesson 08 – Self-Assessment of Personal Style

- |    |                           |
|----|---------------------------|
| 1. | Continual Self-Assessment |
|----|---------------------------|

# Syllabus of Building Business Relationships Training

## Lesson 09 – Working with Different Points of View

- |    |   |
|----|---|
| 1. | Understanding that Different People have Different View             |
| 2. | How to Overcome this Factor to Create a Good Business Relationship? |

# Exam Format of Building Business Relationships Certification

Examination Format	
Exam Name	Building Business Relationships Exam
Exam Format	Multiple Choice
Total Questions & Duration	30 Questions, 1 Hour
Passing Score	Minimum passing score of 70%
Exam Cost	Included in training fee

To get you fully prepared with the knowledge and skills for Building Business Relationships, a training session at Unichrone gives immense importance to mock questions at the end of every module and problem-solving exercises within the session. Prepared by certified faculty, the practice tests are a true simulation of the Building Business Relationships exam.

# Contact Us

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<https://unichrone.com/>

