

PURPOSEFUL PARTNERSHIPS

Developing trusting relationships to foster business opportunities



**PARTICIPANT
WORKBOOK**
belonging to



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Coaching Global Leaders





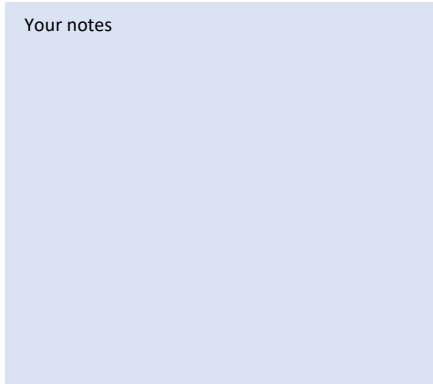
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Your notes



<https://bookboon.com/en/leading-with-humanity-ebook>

Journey of Purposeful Partnerships



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In this training, what do you need to feel safe sharing with others?

DEFINING PURPOSEFUL PARTNERSHIPS



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What kind of partnerships do I already have or wish I had?

What criteria transform a partnership into a purposeful one?

How do you benefit from partnering?



Clients



Authorities



Staff



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MASTERING THE TRUST EQUATION



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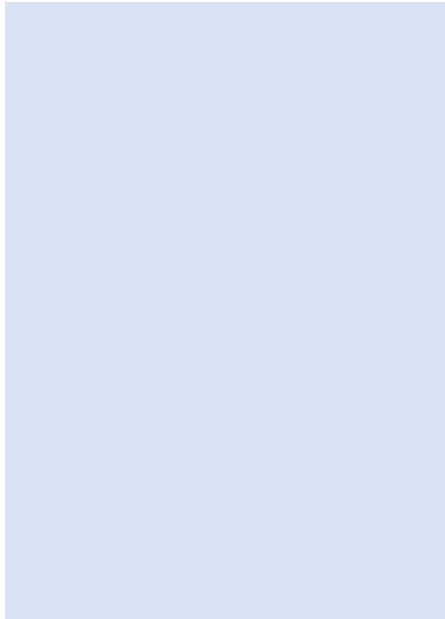
The trust equation

Trust = $\frac{C + R + I}{S}$

C _____

R _____

I _____



NUMBER OF DRIVERS
_ / _

NUMBER OF DRIVERS
_ / _

NUMBER OF DRIVERS
_ / _

What leadership &
relational competencies
foster trust?

C _____

SCORE 1-10



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R _____

What leadership &
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foster trust?

SCORE 1-10



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What leadership & relational competencies foster trust?

SCORE 1-10



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About me...

Drivers My top 3 trust drivers? What do I most often offer? How does this impact my relationships?

Values - How much do I live according to my values? What would I need to adjust?

Competencies What do I need to demonstrate more for others to trust me even more? What is my top priority to grow?



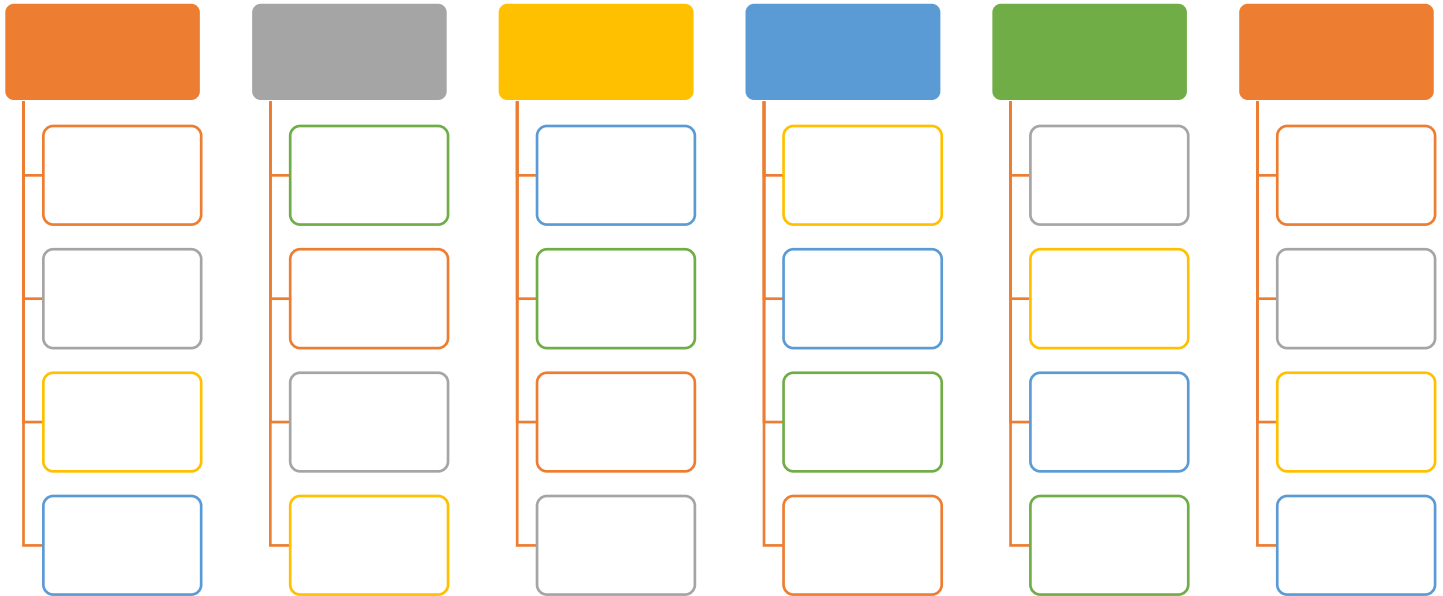
ASSESSING KEY PARTNERS' INTERESTS & INFLUENCE



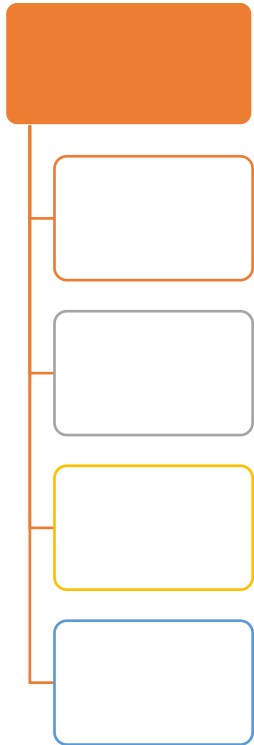
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Potential key partners



Potential key partners – Category...



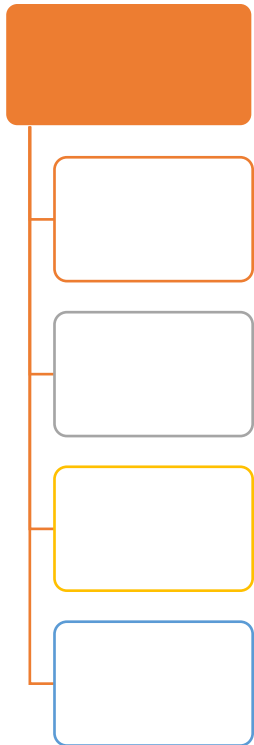
What are their interests?

100% utmost interested



0% not at all interested

Potential key partners – Category...



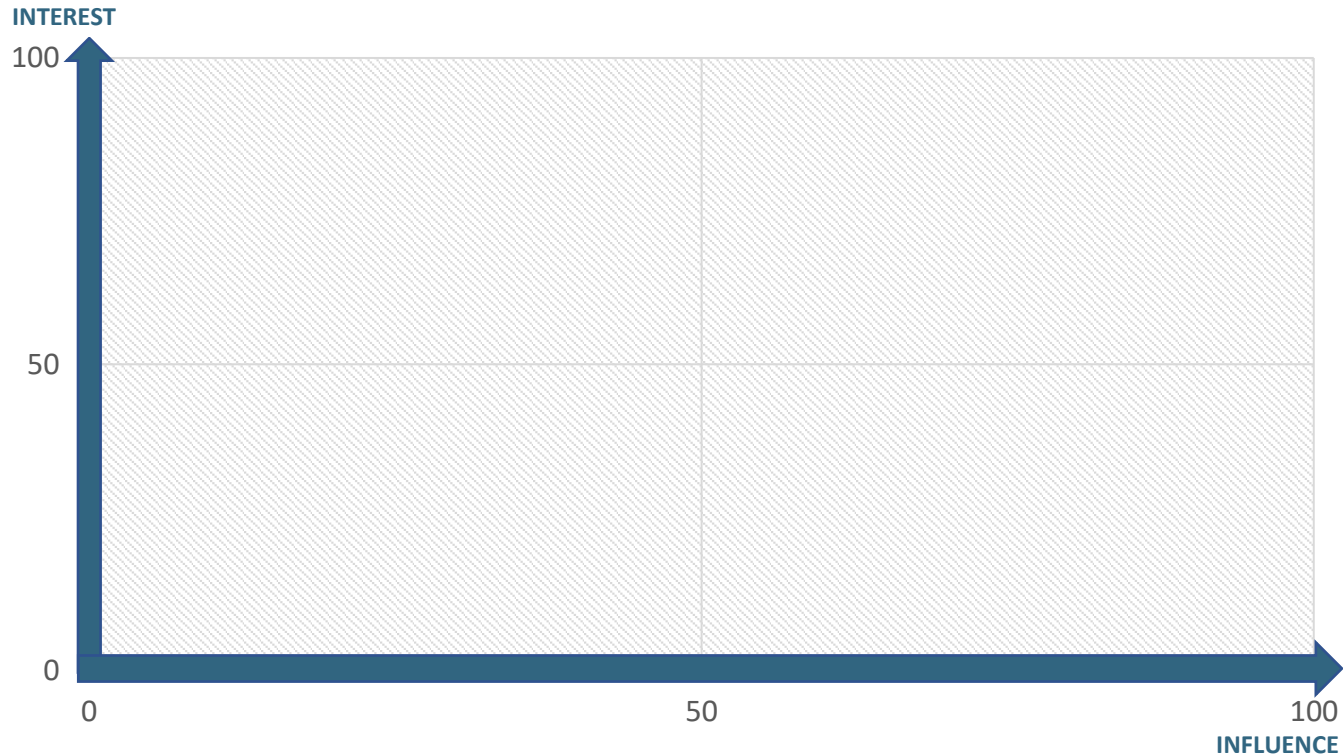
How influential are they?

100% growing
influence



0%
not growing influence

Potential key partners



MAINTAINING PARTNERSHIPS ADDING VALUE



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Where are low-hanging fruits?

Who could I easily partner with? How can I best fulfill their needs in an easy way?



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Partnership agreement draft

Goals

Processes

Teams

Measures

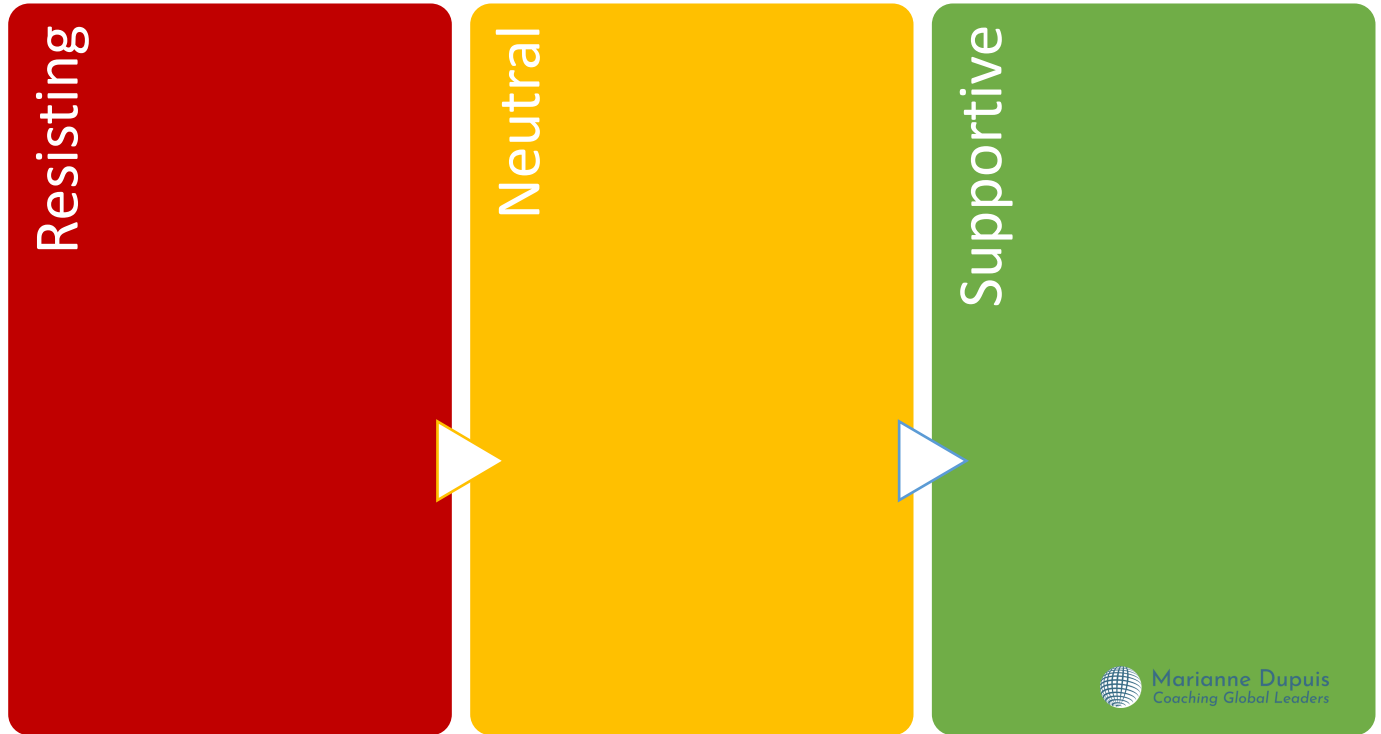
PARTNERS ENGAGEMENT SPECTRUM



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Potential key partners



Creating Ambassadors

What do they need to recommend us?

-
-
-
-
-

What could I grow to fulfill these needs?

-
-
-
-
-



What could I tell myself before...



EVALUATING OUR BRAND



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pwc



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My own personal brand



How about my branding?

How comfortable am I to promote my employer's brand?

What are my best personal branding strategies?

What could hold me back?



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NETWORKING EFFECTIVELY



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My dating list

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.

- 11.
- 12.
- 13.
- 14.
- 15.
- 16.
- 17.
- 18.
- 19.
- 20.



What do you do?

Version 1

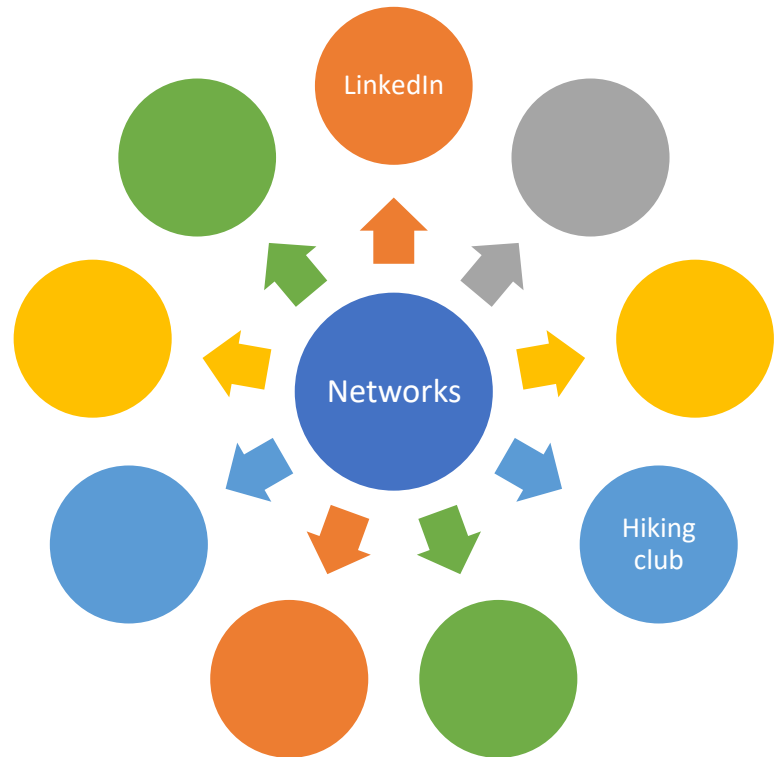
Version 2

Version 3



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Networking platforms



How strong is my LinkedIn?

- Profile up-to-date
- Professional portrait
- 500+ connections
- Specific Title, attractive to target audience
- Description with benefits of the services offered
- Weekly liking, commenting
- Weekly posting



How about my networking?

How comfortable am I to network?

What are my best networking strategies?

What could hold me back?



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So... What's next?

Key Takeaways

Committed Actions

What? When? How?



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PREPARING FOR INCIDENTS



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Incidents in my contexts

Minors

-
-
-
-

Majors

-
-
-
-

Growth opportunities

Resolved

Current

Other perspectives

What could also be true here?

From their perspective, what matters?

10 years from now, what do we need to consider?

What is also important I may have missed so far?

LEADING A CHALLENGING CONVERSATION



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Positive intentions

Mines

Theirs

Why?

Why?

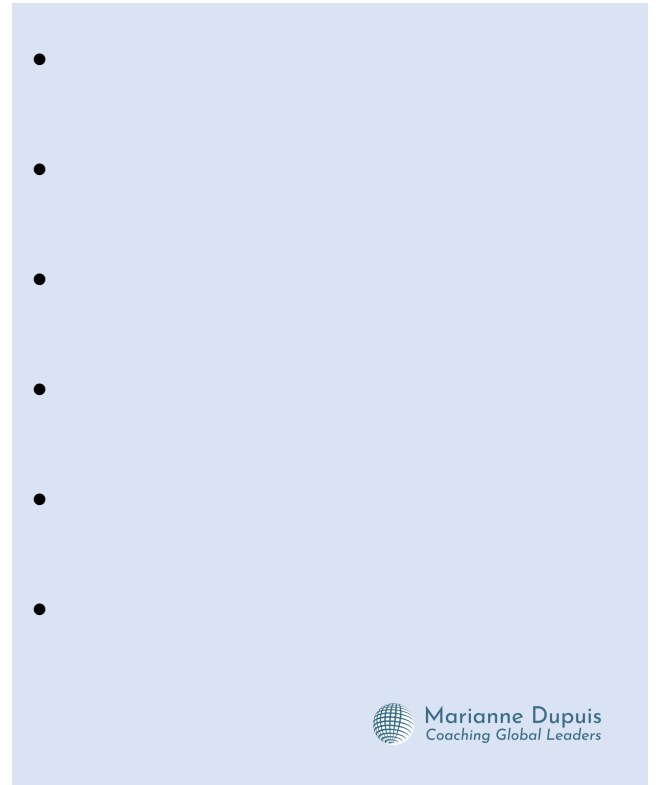
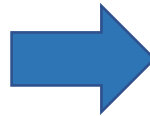
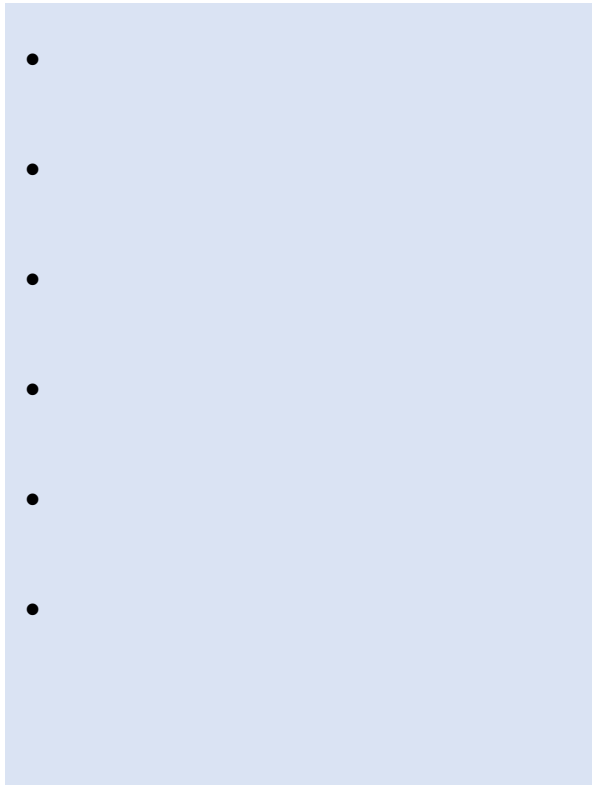
Why?

Why?

Why?

Root causes

Partnership



+ &

I value

& we...

I value

& we...

I value

& we...

PRAISING AND VALIDATING



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3 As of Appreciation

A

A

A



Praising Opportunities

Minors

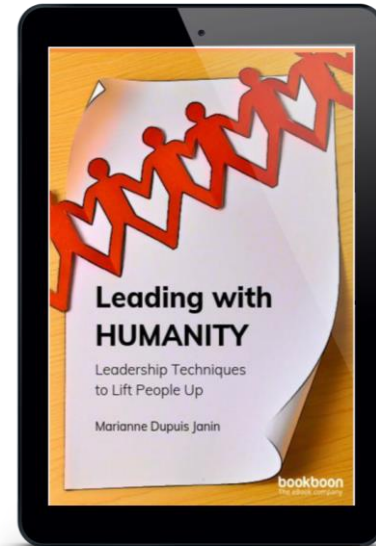
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Majors

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