



## ProAssign ACT™ Paradigm

### Internal Relationship Management in Business

Relationship Management as a business method is well known and usually as relating to the process of handling the business-client relationship. However critical to business success is that of effective *internal* relationships that need to be effectively developed to increase business performance. In many respects, unless you create the right internal relationships, then client relationships will not flourish successfully.

Whether it is the dynamic between sales and product development, between marketing and research and development or between legal and finance; poor communication, ineffective team-work and sabotaging behaviour can often take place to the detriment of the business.

Internal competitiveness, that is no longer constructive to the business, can easily prevent people, teams and organisations from moving forward and achieving top performance.

With ProAssign ACT™ Paradigm, establishing the boundaries of helpful and of unhelpful behaviours with internal relationships will be the defining challenge for resourceful and visionary companies.

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Facchini Consulting



## Who is ProAssign ACT™ Paradigm IRM for?

- Sales, Marketing, Customer Service
- Research & Development, Product Development
- Business Development
- Technical Sales Support
- Manufacturing, Purchasing
- Other Multi-Disciplinary Teams

## How long is ProAssign ACT™ Paradigm IRM for?

- 1 Day & 2 Day Facilitated Programme
- Optional Business Scenario Day
- Optional Psychometric Assessments

## What is ProAssign ACT™ Paradigm IRM about?

- Psychology of Mindset & Behaviour
- Managing Internal Communications
- Conflict & Change Management
- Managing Negotiations
- Emotional Intelligence

## What Outcomes can I expect?

- Alignment of Competencies & Behaviours
- Understanding of Relationship Roles
- Demonstration of Change Behaviours
- Group & Individual Change Plans
- Engagement in IRM Model

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