

Module 3 - 360° Relationship Management

Identifying and building relationship with key customers, suppliers and insurers was the inspiration behind this module and it coincided nicely with the BIBA 2018 conference.

With a mixture of presentations and exercises from Andrew Scott and guest speaker Buki Mosaku (Inquire Management) we also looked at both internal and external relationships. We discussed different approaches to managing key strategic relationships and took some time at the BIBA conference to implement some of the learning.

Interested in relationship management– check out the following modules on available on Dev Zone:
Optimising Business Relationships Pathway
<http://mydevelopment.zone/>

