



## Business Relationship Coaching

### Format

#### Sponsoring Organisation

1 hour design meeting to set the background and objectives for the coaching intervention

#### One-to-One Coaching

1 hour coaching session with each business partner to establish their individual goals and outcomes for the relationship coaching

#### Relationship Coaching

Up to 3 hours of multi-party, face-to-face coaching where all parties are coached together

#### Recommendations

At the conclusion of the coaching intervention the Coach will make their recommendations to the sponsor regarding the next steps

#### Duration

1 - 3 months

#### Cost

As agreed

**Business Relationship Coaching** is a specialist service offered by Johansen Executive Coaching, based on the Relationship Systems Work created by the Centre for Right Relationships.

[www.centerforrightrelationships.com](http://www.centerforrightrelationships.com)

This approach differs from conventional coaching as here we coach the relationship between people as a third entity as well as the people themselves. This enables the individuals to both be in touch with their own needs and desires, as well as being able to distinguish these from the needs and desires of the relationship.

Business Relationship Coaching is a generative process and can prove invaluable at the outset of a new business partnership, by helping the parties to form a clear understanding of their shared goals, outcomes and vision. It can also be a useful intervention for longer established relationships which require refocusing due to change initiatives, unresolved differences or an apparent lack of alignment in vision.

Please note that the Business Relationship Coaching methodology is equally applicable for a number of parties as well as just two.

**Please contact us for more information**

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