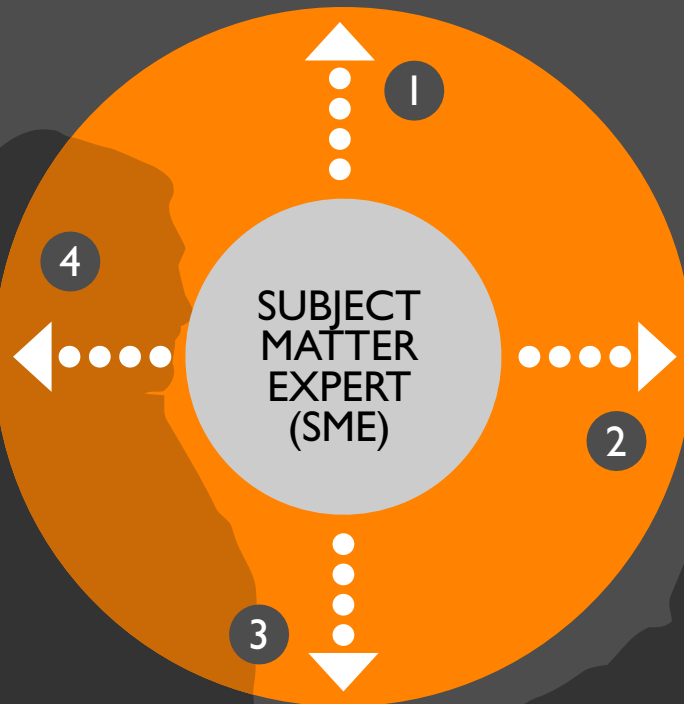


MOVING FROM SME (SUBJECT MATTER EXPERT) TO A BUSINESS PARTNER

BUSINESS PARTNER



FOUR BEHAVIOURS

- Negotiating through the differences in perspectives
- Building higher levels of trust to minimise fear and insecurity
- Assertive communication - how to say “yes” and “no” without hurting relationships
- Ability to see the “big picture” behind the technical work



About me; Dinkar is a seasoned Sales and Business coach. He has worked on various Indian and International projects, enabling more than 8000 professionals from various Indian and Foreign Multinational Companies.

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