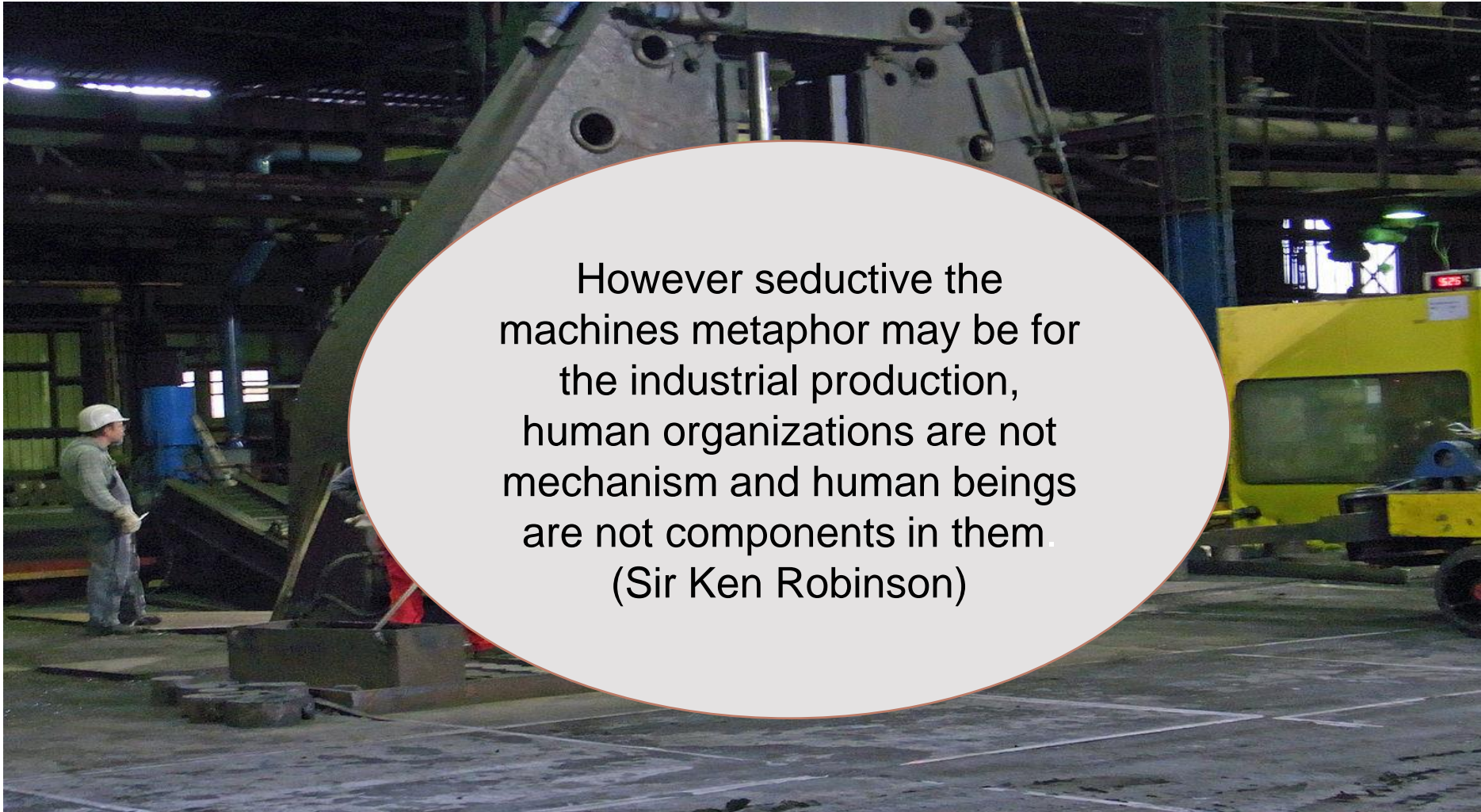


# BUILDING PROFESSIONAL RELATIONSHIPS

PRESENTER: TSHILIDZI RAMANYIMI  
HEAD: CONSTRUCTION AND  
MAINTENANCE UNIT  
DBSA



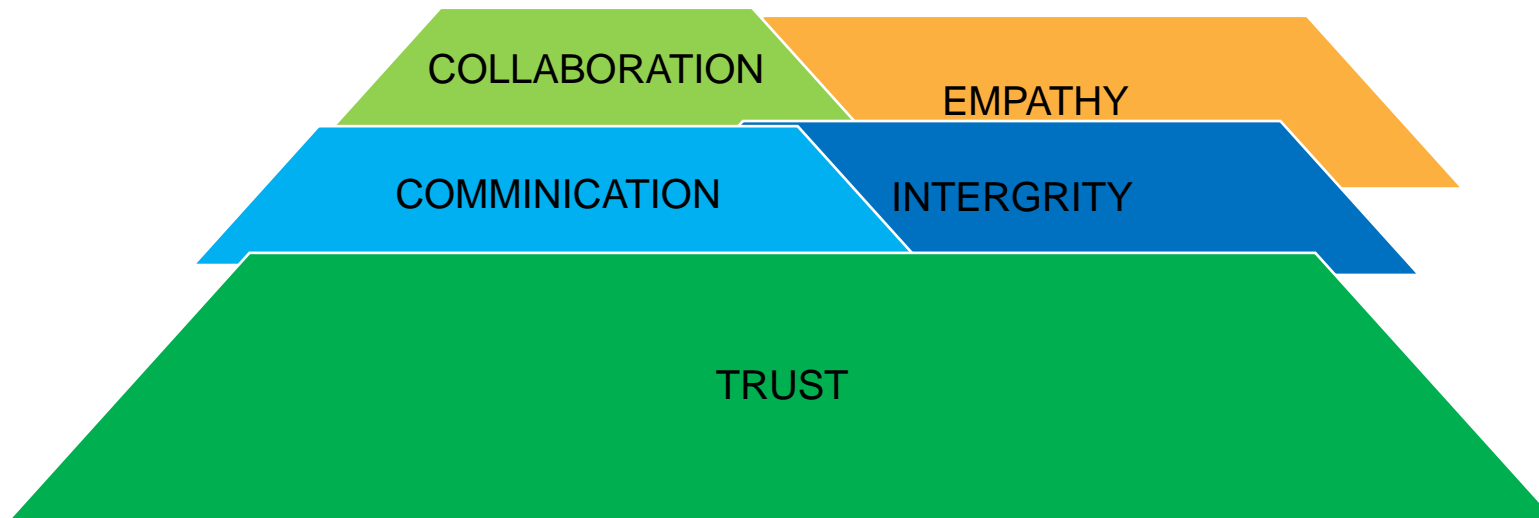
# BUILDING PROFESSIONAL RELATIONSHIP



However seductive the machines metaphor may be for the industrial production, human organizations are not mechanism and human beings are not components in them.  
(Sir Ken Robinson)

# BUILDING BLOCKS FOR A SOUND PROFESSIONAL RELATIONSHIP

## BUILDING BLOCKS FOR A GOOD PROFESSIONAL RELATIONSHIPS



# TRUST

- Reliance on character, ability, strength or truth of someone else
- Earn and maintain the trust
- The speed of trust



d

- Foundation principle that holds all relationships –S. Covey
- Good communication includes being able to listen
- Communicate your expectations (both personal and professionally)





# COLLABORATION

- Leveraging on the experience, resources and expertise of others towards a common goal
- More beneficial than competitive
- A win win outcome
- Who are your team mates?
- What drives them?
- Don't burn bridges



When spider webs unite, they can tie up a lion (African Proverb)

- Doing the right thing, even when no one is watching
- Reflects your value system
- Integrity is more valuable than income – Robin Sharma
- Gives you Moral Authority
- Your life credit account



# EMPATHY

- Emotional and Cognitive Empathy
- Non-Judgmental
- Allows you to understand the client's need
- Where are they coming from
- What drives people's behaviors





# BUILDING PROFESSIONAL RELATIONSHIPS

## *CLOSING REMARKS*

- You only have 3 things
  - Yourself, wellbeing and mindset
  - Your life network, resources and resourcefulness
  - Your reputation and goodwill
- Treasure and tend the first, Value, support and build the second and Mindfully and wisely ensure that the third is always in credit
- (Rasheed Ogunlaru)



**THANK YOU**