



## **ESCR231 Managing Successful Business Connections**

The purpose of this course is to provide participants tools to avoid making common relationship mistakes. Participants also will explore the best ways to communicate the boundaries of a business relationship and learn how to protect themselves with a strong written agreement.

At the conclusion of this course, participants should be able to:

- Identify common mistakes when working with other businesses, including subcontractors and vendors, and describe strategies for avoiding them
- Identify reasonable boundaries or “rules of engagement” for business connections with vendors and subcontractors
- Create a checklist for drafting written agreements with different types of businesses to help form lasting connections

Prerequisite: ESCR131