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Relationship Building Workbook

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IMPACT THAT
MATTERS
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Introduction

This workbook is for you to use to support your learning and development in Relationship Building.

Here you'll find short exercises, helpful information and space to record your reflections.

It can be a valuable resource to revisit and add further learning and insights.

We hope you enjoy the session!

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Relationship building - An overview

Relationships provide emotional support, reduce isolation, enhance mental health and create a sense of purpose.

Forming meaningful connections and investing in relationships can lead to a happier, healthier, more fulfilling life.

When we connect with others, we grow as people. We learn from those around us.

Effective relationship building involves authenticity, integrity and mutual respect. It plays a role in forming a support network that contributes to personal growth, development and success.

Why is relationship building important?

The power of relationship building

Relationships provide you with the space to be your authentic self, giving you the freedom to share your opinions so you can collaborate with others effectively.

Here are a few traits that empower you to foster positive connections:

- Trust
- Respect
- Self-awareness
- Empathy
- Inspiration
- Value
- Open communication
- Honesty
- Inclusivity
- Positivity

Why are strong relationships important?

Sociology in work

Sociology in a work context refers to how social interactions, structures and dynamics shape the behaviour, relationships and outcomes within a workplace. It involves exploring how individuals, groups and organisations engage, communicate and operate within the broader social landscape of their professional environment.

Understanding of the significance of sociality in work is crucial because it provides insights into relationships and social elements that shape the workplace.

Reflect on a time where sociology in a work or academic setting has been important to understand.

Balancing relationships

Balancing relationships are essential for maintaining healthy and productive environments. A balanced relationship is built on trust, honesty, respect and loyalty.

Successful relationship-building involves finding the right balance between building connections and fulfilling your work responsibilities.

Here is a task to help you practice this balance and develop skills for effective workplace relationships. Please make notes under each section as you practice the task.

Task One:

1. Select a colleague or peer you would like to build a better relationship with.

2. Identify boundaries and consider what topics are appropriate for discussion and what should stay private.

3. Set a goal for building the relationship, such as enhancing communication or getting to know each other better.

Balancing relationships

4. Allocate time, such as during lunch breaks or coffee breaks.

5. Practice active listening by giving your full attention and showing genuine interest in what your colleague or peer is discussing.

6. Ask for feedback on your approach to balancing your work relationships with work responsibilities.

7. Evaluate the impact and assess how the improved relationship has impacted your overall work environment, collaboration and personal growth.

Relationship building top tips

1. Establish clear boundaries.
2. Be authentic with professionalism.
3. Balance work and socialising.
4. Respect professionalism.
5. Seek feedback on your approach.
6. Take time to understand and adapt to different personalities.
7. Prioritise respect and kindness with colleagues.

Remember, finding the right balance is an ongoing journey that requires self-awareness, adaptability and consideration for others.

What other relationship building tips have you come across?

1.

2.

3.

4.

5.

Building relationships | Scenario

Task Two:

You are attending a professional networking event which brings together professionals and experts from different backgrounds. You aim to develop your relationship-building skills, gain insights and explore collaborative opportunities. How would you approach this event before, during and after?

Pre-event:

Event:

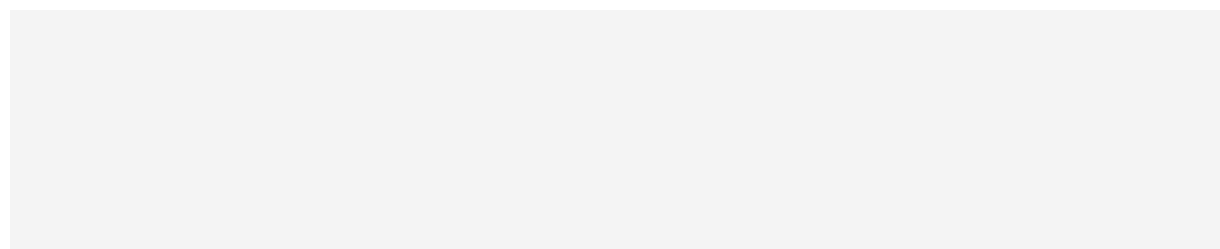
Post-event:

The benefits of relationship building

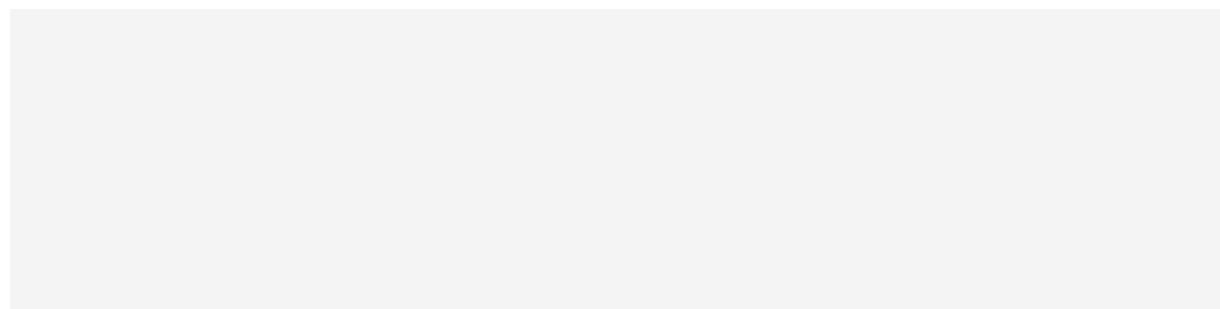
There are a wide range of advantages to building relationships. It is an investment that offers both immediate and long-term advantages. Here are a few of the benefits:

- Personal growth
- Networking and opportunities
- Cross-pollination of ideas and learning
- Fostering trust and credibility
- Building on skills such as effective communication

What are your relationship building strengths?



Where do you need to develop your relationship building skills?



Next steps

1. Revisit your workbook once a month or every two months to check in and reflect on your skills.
2. Stay updated with ways to build relationships and consider how to incorporate them into your life.
3. Ask others for feedback on your relationship-building skills, where you could improve, and where you already do well.
4. Explore different skills that use relationship building, such as collaboration, emotional intelligence, networking and communication.
5. Practice, practice, practice.

What are you going to do to improve your relationship building skills?

1.

2.

3.

Summary

“Choose people who lift you up”.

– Michelle Obama

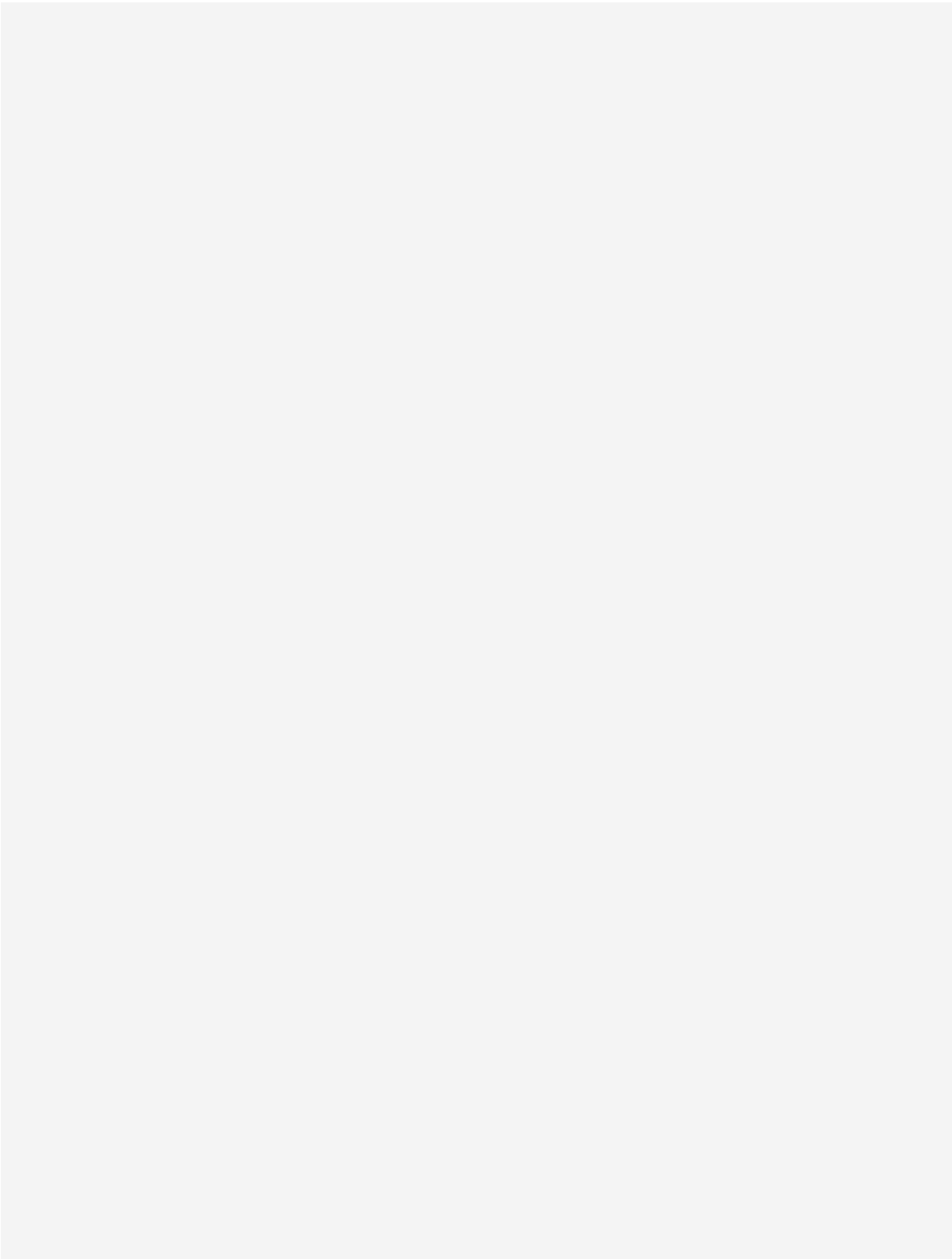
When we connect with others, we grow as people. Relationship building is about nurturing and cultivating connections with others.

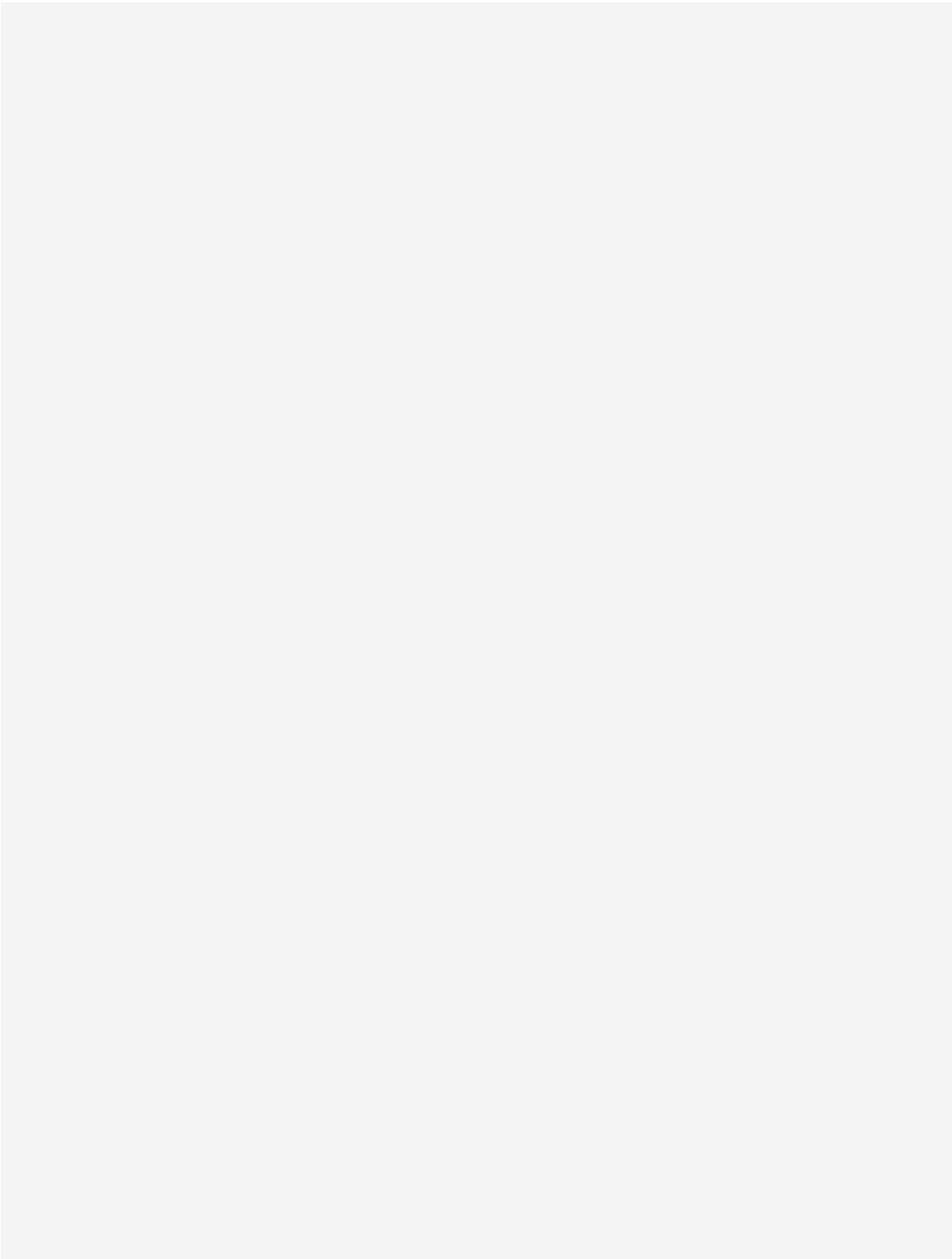
Building relationships requires active effort, respect and a genuine interest in understanding and connecting with others.

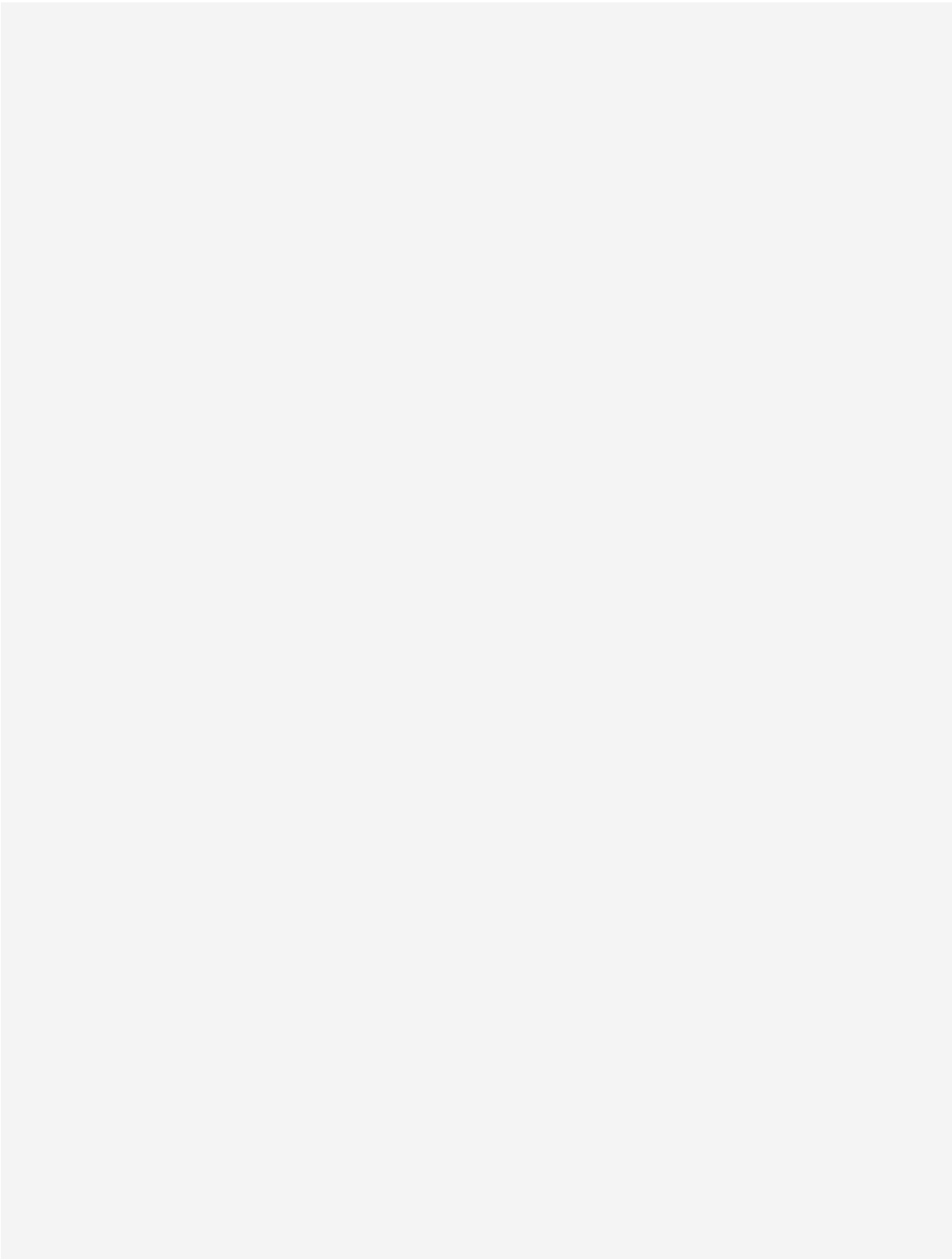
Value your connections, prioritise the growth of meaningful connections and build long-lasting relationships.

Further links

- [Careers at Deloitte](#)
- [Our programmes](#)
- [Our events](#)
- [Frequently asked questions](#)
- [Dot the Bot \(ask a question\)](#)







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