

# Training for upskill key innovation related competences in VET for the micro and small businesses of the food sector [2022-1-PL01-KA220-VET-000085003]



### **MODULE II Handout**

## Learning objectives:

- Exploration and understanding of the role of trust, communication, and empathy in negotiation and relationship building.
- 2. Development of effective negotiation skills for successful business partnerships.
- 3. Building lasting relationships with customers, partners, and stakeholders.
- 4. Addressing the challenges and potential conflicts in agri-food partnerships.

## Activity for self-reflection:

Think of soft skills that would help you in relationship-building with your customers or partners/stakeholders in your agri-food business.

You can think about the following: <u>communicativeness</u>, <u>trust</u>, <u>empathy</u>, <u>teamwork</u>, <u>negotiation and problem-solving skills</u>. Try to come up with other skills that would be of immense value in forming long-lasting relationships in the agri-food sector.

Have you already decided to make use of them in your real-life situations?

### Case study:

Sokołów, a Polish meat company, prioritizes high-quality products, employee development, and community engagement. Key efforts include:

- Career Development (Graduate Program);
- Employee Support (trainings and team-building events);
- Community Engagement (e.g. sponsorship of local sports teams and organizing sports events like the annual Sokolik football tournament).

Sokołów exemplifies best practices in maintaining strong business relationships and promoting a healthy, supportive work environment, with the effective use of soft skills.

Find out more by participating in the Training for Food Businesses delivered online: <a href="https://upinfood.erasmus.site/">https://upinfood.erasmus.site/</a>

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