

A Training/Learning Series for Strategic Relationship Managers

Simplicity on the other side of complexity

26 December 2024

Learning happens as a result of:

- Watching a video and reflecting on its content.
- Engaging in dialogue – where true learning occurs.

[Introducing you to Joe Kittel and the SRM videos](#) – turn on closed captions (7:55)

[The benefits you will derive from SRM learning](#) – turn on closed captions (8:50)

SRM training/learning videos:

	Introduction (6:50)
Foundation	Module 1 – Relationship (13:04)
	Module 2 – Strategic Relationships (Alliances & Partnerships) (10:20)
Core	Module 3 – SRMs (Strategic Relationship Managers) (22:41)
	Module 4 – the 2-Slide Methodology™ – hear the voice-of-the-collective (22:13)
	• Introductory audio on dialogue: Transformation Happens in Dialogue (15:51) • Supporting video: Deep, Authentic and Empathetic Dialogue (11:08)
Proof	Module 5 – Accomplish the Impossible (35:24)
	Module 6 – Sustainable Collaborative Advantage (9:40)

[Full set of slides for all the videos.](#)



Joe Kittel

I empower individuals to transform their strategic relationships