



The connected CFO: Break silos, build trust

CFO Forum

Speakers



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Building Strategic Value Through Relationships

Karen Brice

Poll question

How would you describe the highs and lows of your working relationships at board level?

Share a few words or phrases that capture your experience – both the positive and the challenges



The world in which we operate



More transactional

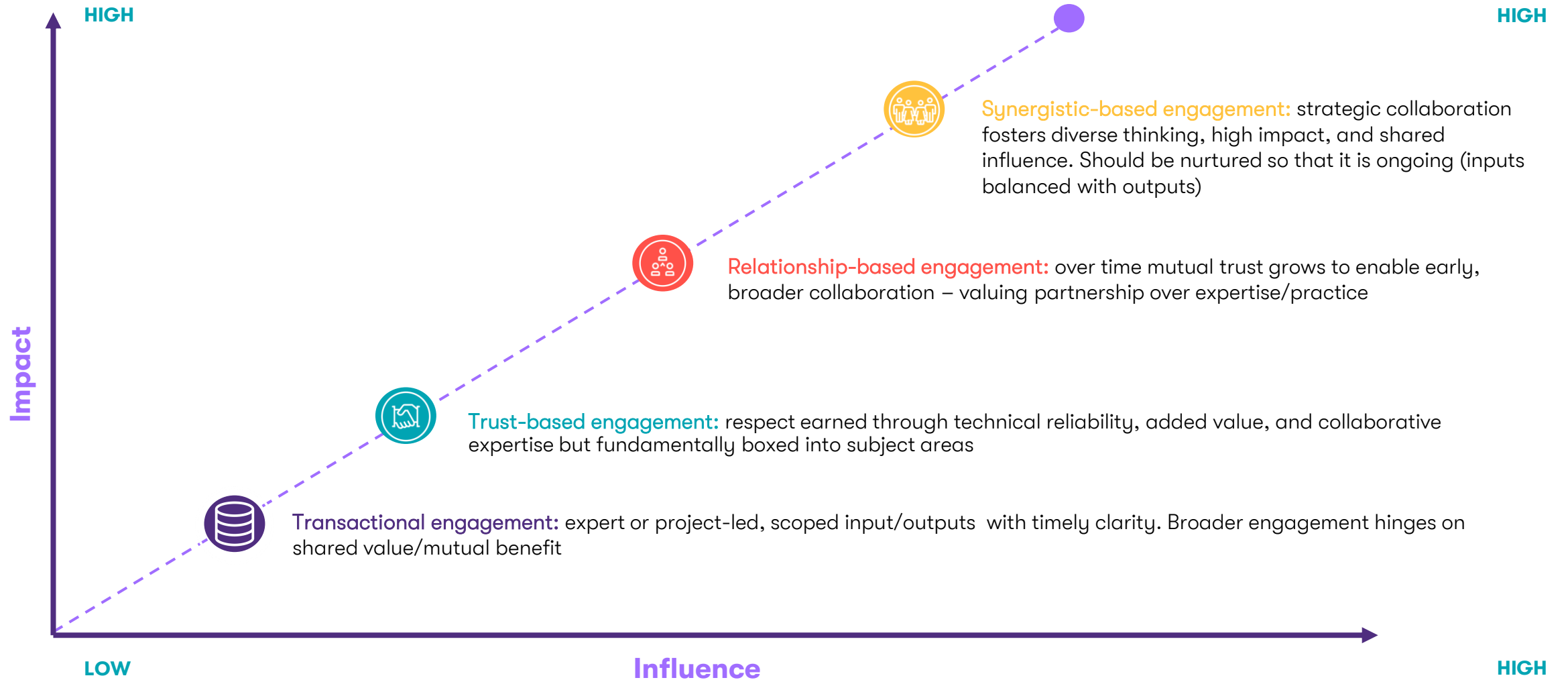


More unpredictable



More technology
empowered

Building strategic value through relationships



Poll question

Which stage of engagement best reflects where you currently spend most of your time with stakeholders?

Select one option that most closely aligns with your experience:

- **Transactional engagement** – Focused, expert-led input/output with clear scope and timelines. Collaboration is often project-based and value-driven.
- **Trust-based engagement** – Built on technical reliability and added value but typically confined to specific subject areas.
- **Relationship-based engagement** – Mutual trust enables earlier, broader collaboration. Partnership is valued over just expertise.
- **Synergistic-based engagement** – Strategic collaboration that fosters diverse thinking, shared influence, and ongoing high-impact engagement.



Ask yourself these questions:



1

“Where do I want to shift a relationship from transactional to synergistic and why?”



2

“What does my board or business need from me beyond what I already deliver?”



3

“Where do I need to build more strategic influence – and how will I do that?”

02 Panel session

Get in touch



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