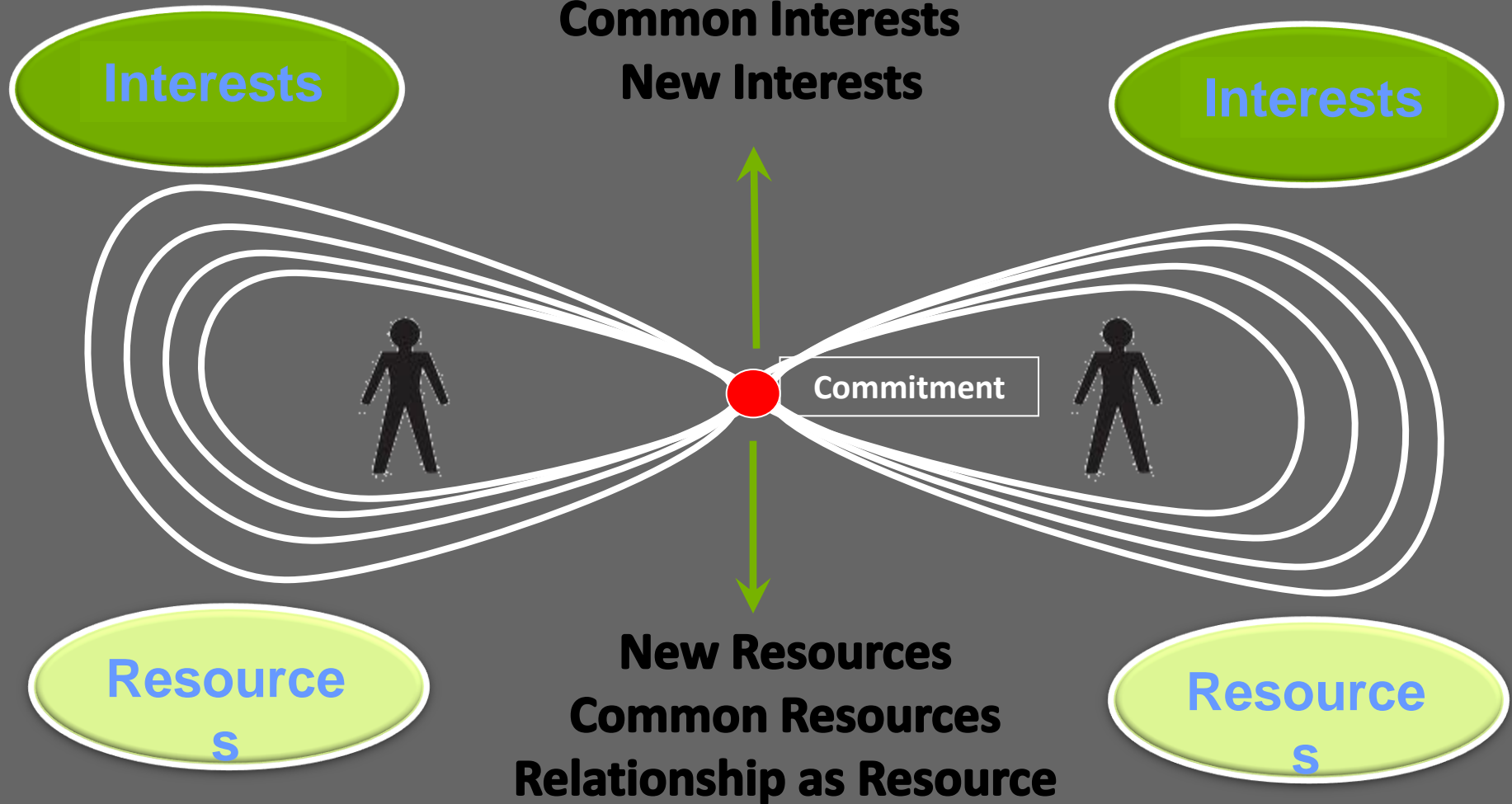


Why might relationships be important in helping us to achieve less with less?

- Relationship between advisor and client shown to be a key element of successfully helping people into employment
- Pupils who develop positive relationships with teachers go on to achieve better academic results
- Patients who experience a good relationship with healthcare professionals more likely to engage in positive behaviour change

- Information more accurately gathered – problem/issue more correctly identified
- Immediate problems addressed preventing escalation
- Fuller understanding – wider issues are identified
- Both sides more committed and motivated to achieving the outcome & accepting the outcome

**Relationship as Interest**  
**Common Interests**  
**New Interests**



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# Challenges & tensions

## □ Skills

- Have we got them? Can we learn them?

## □ Mutuality

- The exchange goes in both directions

## □ Conflict

- Can we sustain relationships while making hard financial choices?

## □ Control

- Managing risk
- Avoiding instrumentalism