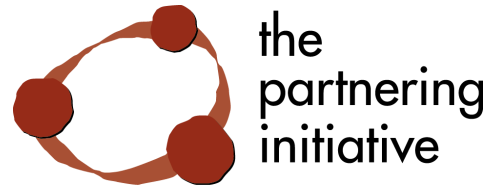


The Partnering Initiative

The Partnering Initiative (TPI) is a not-for-profit global initiative that drives the systematic use of cross-sector partnerships worldwide. With over 20 years experience in cross-sector partnership, it is regarded by many as the leader in this field, working extensively with corporate, government, civil society and UN sectors.



Essential skills for Effective Partnering, London April 23rd, 24th 2014

Aims of the course

By the end of the course, participants will have gained:

- Understanding of the rationale for and risks of partnering, and when and when not to partner (including NGO, government, UN, and guidelines around partnering with business);
- Appreciation of the drivers, societal roles and mindset of each sector;
- Clarity over what constitutes a 'transactional collaboration', what is a 'genuine partnership' and where each may be appropriate;
- Understanding of the skills needed to transform current collaborations into partnerships which maximise mutual benefit;
- Appreciation of the 'guiding principles', challenges and success factors
- Understanding of what it takes to be a 'good' partner and development of some of the skills and mindset required to partner effectively;
- Tools to help create partnership agreements and implement, manage & review partnerships successfully;
- Understanding of the 'Partnering Cycle', TPI's framework for developing and managing partnerships.

Sample course outline

Why partner? • What is partnership? • Risks and benefits • Understanding other sectors • The Partnering Cycle • Making the case • Partnership agreements • Developing effective partnerships • Interest-based negotiation • Sustaining a Partnership • Common partnering challenges • Understanding organisational constraints • Action planning

Cost and Location

Corporate: £750

Non-Corporate: £600

Venue: The Lumen Centre, 88 Tavistock Place, London, WC1H 9RS

Certification

After the course, participants may choose to pursue a Certificate in Partnering Practice. To gain Certification, a reflective essay which demonstrates contextualisation of the skills learnt in the course is submitted to TPI and assessed. Registration Fee: £250

**Please download a registration form from our website, www.thepartneringinitiative.org,
and email to info@thepartneringinitiative.org**