



Essential Skills for Effective Partnering

Building skills and knowledge for
effective cross-sector collaboration





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A 2 day training course delivered over 8th, 9th and 10th April 2013 for practitioners from all sectors who are engaged in cross sector collaboration and need to build skills, knowledge and

Overview

The Partnering Initiative (TPI), presents this non-residential course designed to develop the capacity of practitioners from all sectors to engage in effective multi-stakeholder partnerships.

Whether to mobilise new resources or tackle complex issues in innovative ways, the strategic importance of collaboration between business, the UN system, foundations, governments and NGO or civil society organisations has never been stronger. However, effective collaboration between stakeholders with different missions, interests, cultures and even vocabularies is difficult to achieve.

To address the vital challenge of partnering capacity, TPI has pioneered a range of training courses, delivered around the world, and developed a series of guidebooks to support practitioners.

This training course will look at the motivation to partner with other sectors, as well as giving participants the skills needed to create strong partnerships. With these critical elements in place, partnerships can achieve real impact. Without them, partnerships are likely to under-perform or fail altogether.

The course balances core knowledge with highly interactive, experiential learning through role play, 'serious games' and peer-to-peer exchange. TPI has trained more than 2000 practitioners from global companies, UN agencies, NGOs and governments across the world. The course will be delivered by experienced facilitators who are also highly qualified partnership practitioners.

Typical participant profile

The course is suitable for participants from corporate, civil society and public sectors, at all levels, who need to build their knowledge, understanding and skills to collaborate effectively.

Quotes from previous participants:

"I always felt apprehensive about partnerships, never quite knowing where to start. But having an understanding of the process of partnering, and being able to think from the partner's perspective has really given me confidence to know what to do."

"Although I'd collaborated a lot in the past, the training really opened up my eyes to the complexity of the challenges and the techniques needed to move from transactional relationships to real collaboration."

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 UN, NGO and government 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 behind effective partnerships;
- 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, and manage partnerships successfully;
- Understanding of the 'Partnering Cycle', a framework for developing and managing partnerships.

Certification

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

Certification demonstrates that the holder has a level of knowledge of partnering standards and competency in cross-sector partnering.



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

Course dates 2013

Please check the TPI website for upcoming 2013 dates

Cost

\$1100 – Business/government rate

\$950 – IBLF corporate partner

\$800 – NGO rate

Rates differ for each location, please see our website.

Group discounts available.

Certificate in Partnering Practice

£200 / US\$300

Registration

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

Hosted trainings

TPI is seeking organisations that are willing to host training events at locations around the world. Host organisations will provide support for the logistics and marketing of the course and provide the venue. In return, the course may be marketed as 'in association with' the organisation, who will also receive free places for their own staff. Please contact us for further information.

Tailored and Specialist skills training

All TPI training courses can be offered as in house trainings for an organisation or partnership. TPI works closely with the host organisation to create case studies, role plays and exercises which are best suited to the needs of the participants.

We also run a wide range of specialist workshops from stakeholder engagement to partnering strategy development, Contact us to discuss your organisation's needs.



The 4-day Level 1 Partnership Brokers Training course trains specialist brokers to support the development and management of partnerships for sustainable development. The training is run by The Partnership Brokers Association, an independent professional body previously managed by TPI. There are also several Level 2 options for those wishing to advance their training, please see www.partnershipbrokers.org for details.



About The Partnering Initiative

The Partnering Initiative (TPI) is a specialist programme of the International Business Leaders Forum (IBLF), an international non-profit organisation.

With 20 years of leading-edge work in the theory and practice of cross-sector partnership, TPI facilitates widespread, systematic and effective collaboration between civil society, government, development agencies and business by: developing capacity; providing direct support to individuals, organisations and partnerships; and setting standards in partnering practice through its range of tools and guidebooks.

As a not-for-profit organisation, any financial surplus from the delivery of courses is put back into original research on partnering.

Contact details

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