



**2.5-DAY PARTNERSHIP TRAINING COURSE:  
Washington DC - 8th to 10th March 2017**

Building Effective Partnerships  
for Development



the  
partnering  
initiative

in association with





## 2.5-day training course: **Building Effective Partnerships for Development**

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Optionally leading to a Certificate in Partnering Practice

### Overview

Many of today's societal, environmental, business and humanitarian challenges are so complex and interconnected that they can only be tackled by different sectors working together. This is reflected in the 17 interconnected Sustainable Development Goals (SDGs), which represent a fundamental shift in approach, naming all societal sectors as key development actors, and requiring a hitherto unprecedented level of cooperation and collaboration among civil society, business, government, NGOs, foundations and others.

However, effective collaboration between stakeholders with different missions, interests, cultures and even vocabularies is difficult to achieve. It requires common understanding; collective leadership; a collaborative mindset and a key partnering skill set. With these critical elements in place, partnerships can achieve real impact. Without them, partnerships are likely to under-perform or fail altogether.

To address the vital challenge of partnering capacity, The Partnering Initiative (TPI) has pioneered a range of training courses, including the course, **Building Effective Partnerships for Development**, which develops skills, understanding and knowledge for effective cross-sector partnering, and which optionally leads to a **Certificate in Partnering Practice**. The course balances core knowledge with highly interactive, experiential learning through role play, 'serious games' and peer-to-peer exchange.

TPI is now making the course available in Washington DC in 2017. The 2.5 day course will take place March 8th to 10th.

### Typical participant profile

The course is for practitioners from all sectors who need to build their knowledge, understanding and skills of how to work effectively in partnership. It is suited both to new partnership practitioners and those with some partnering experience who wish to complement and formalise their learning with frameworks, practical tools and experiential learning.

*"An excellent 2 and a half days. This is learning I can take away and apply straight away." (Mark Boulding, Christian Aid.)*

*"This course has provided an excellent theoretical foundation for my work, plus several valuable tools for specific tasks. Thank you!" (Dave Pearson, SIL)*

*"Fantastic course! Worth attending. Some great tips and learnings to enhance existing partnerships and to incorporate future ones." (Marium Qaiser, GSK)*

*"Fantastic combination of strong material, expert workshop design & facilitation, and diverse & interesting participants. (...) Thank you for a fantastic learning and networking experience." (Patrin Watana-tada)*

*"It has been a pleasure to take the training at TPI and to follow it up with the work on the essay. It is true that this practical exercise brings a whole new dimension to the course and I can only recommend other participants to take up the challenge because it is very rewarding"*



## 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;
- Appreciation of what each societal sector has to offer along with their drivers, societal roles, mindset and challenges;
- Clarity over what constitutes a 'transactional collaboration', what is a 'genuine partnership' and where each may be appropriate;
- Understanding of the process of developing partnerships and appreciation of the 'guiding principles', challenges and success factors behind effective partnership;
- Understanding of what it takes to be a 'good' partner, and development of some of the essential human relationship-building and negotiation skills required;
- Understanding how to create partnering agreements, implement and manage partnerships successfully;

## Certification and continued professional development

After the course, participants may optionally submit for the Certificate in Partnering Practice. Certification demonstrates that the holder has a level of knowledge of partnering standards and competency in cross-sector partnering.



To gain certification, each participant submits a reflective essay (1500-2000 words) to demonstrate knowledge and the contextualisation of the learnings of the course within their own situation. Participants

are provided feedback, tips and advice on their professional situation and suggestions for improving their essay. The essay is then examined by TPI and a Certificate in Partnering Practice awarded if the appropriate standard is reached.

## Provisional course overview

Why partner? • What is partnership? Key principles and concepts • Risks & benefits • Understanding partner motives & incentives • The Partnering Cycle • Getting started: making the case • Developing effective partnerships • Partnering skills: interest-based negotiation • The art & science of effective partnerships • Partnership agreements • Common partnering challenges • Understanding organisational constraints • Stories from the front-line: sharing partnering experiences • Reviewing and revising partnerships • Sustaining partnerships & moving on: achieving goals & reaching conclusions • From theory to practice: action planning

**Training schedule:**

**Wednesday 8th March - 1pm to 6pm**

**Thursday 9th March - 8.30am to 5pm**

**Friday 10th March 2017 8.30am to 4pm**

**1099 14th Street, Suite 700**

**Washington DC**

**USA**

*The training is neither endorsed nor sponsored by the Millennium Challenge Corporation*

## Cost

2.5-day non-residential course (including training materials, coffees): \$1195 companies, \$995 Non-Profit/Government

Optional Certificate in Partnering Practice: \$400



## Further info and registration

[www.partnerinit.org/training](http://www.partnerinit.org/training)

Or register directly on Eventbrite

## Tailored workshops

TPI runs a wide range of workshops from stakeholder engagement to partnering strategy development, specifically tailored to the needs of companies, NGOs, UN/development agencies, governments and partnerships. Contact us to discuss your organisation's needs.

## About The Partnering Initiative

The Partnering Initiative (TPI) is an independent, UK-based charity 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; building in-country platforms for collaboration; and setting standards in partnering practice through its range of tools and guidebooks.

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

## About the Course Trainers

### Katie Fry Hester

Katie is a Senior Advisor at The Partnering Initiative. She leads Business Partnership Action (BPA) which supports the creation of locally-owned and run country-level platforms that facilitate 'win-win' partnerships between companies, international agencies, government and NGOs. She is an Accredited Partnership Broker with over 15 years of international experience in multi-sector partnerships, stakeholder engagement, CSR strategy development and capacity building.

### Todd Kirkbride

Todd is a Senior Advisor at The Partnering Initiative. With 22 years experience working for multinational corporations, international donors, non-profits and entrepreneurial start-up ventures, Todd is a leading expert in designing, brokering and implementing cross-sector partnerships and promoting private sector development in emerging markets. Much of his Public Private Partnership expertise came from serving as a lead alliance advisor at USAID where he negotiated dozens of multi-million dollar cross-sector alliances to address development challenges. Todd's expertise includes partnership facilitation, skills training and coaching, organization enhancement, market assessments, sustainable (inclusive) business model creation and launching/managing partnership facilities across most industries.

## Contact details

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