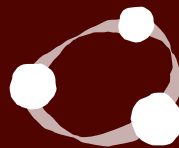




**2-DAY PARTNERSHIP TRAINING COURSE:
Oxford, UK, 9th and 10th October 2014**

Building Effective Partnerships
for Development



the
partnering
initiative

in association with

Business
Fights
Poverty



2-day training course:

Building Effective Partnerships for Development

Optionally leading to a Certificate in Partnering Practice

Overview

Many of today's societal, environmental, business sustainability and humanitarian challenges are so complex and interconnected that they can only be tackled by different sectors working together. Whether they are bi-lateral business-NGO partnerships, public-private partnerships for development, cross-sector partnerships or global multi-stakeholder initiatives, governments, business, civil society, and development agencies are collaborating to leverage others' resources, stimulate innovation and maximise impact.

However, effective collaboration between organisations with different approaches, missions, interests and cultures is difficult. It requires common understanding across partners of the process and challenges of partnering; a collaborative mindset and a key partnering skill set. Additionally, they require both strong relationship management and output-focussed project management. 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 and developed a series of guidebooks to support practitioners. TPI's **2-day training programme** develops skills, understanding and knowledge for effective cross-sector partnering, optionally leading 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.

Typical participant profile

The course is for staff and consultants from all sectors, at all levels, who need to develop their knowledge, understanding and skills to build partnerships and collaborate effectively across sectors. It is also suitable to be taken simultaneously by all partners from a partnership in order to improve the quality of their collaboration.

"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 have 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 challenge and the techniques needed to move from transactional relationships to real collaboration."

"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;
- Appreciation of the 'guiding principles', challenges and success factors behind effective partnership;
- Understanding over what it takes to be a 'good' partner, and development of some of the essential skills and mindset required;
- Understanding how to create agreements, implement and manage partnerships successfully;
- Familiarity with the 'Partnering Cycle', a framework for the development and management of partnerships.

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 contextualization 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

Day 1

Why partner? • What is partnership? • When and when not to partner / risks and benefits • Understanding other sectors • The Partnering Cycle • Key interest-based negotiation skills

Day 2

What makes an effective partnership? • Partnership agreements • Managing common partnering challenges • Understanding organisational constraints • Reviewing and revising partnerships

Upcoming trainings

Oxford, UK

9th and 10th October 2014

Cost

2-day non-residential course (including training material, coffees): £750 companies, £600 NGOs/Gov

Optional Certificate in Partnering Practice: £250

Further info and registration

www.partnerinit.org/training

Opportunity to host a training...

TPI is seeking organisations who are willing to host training events. Host organisations will provide some support for the logistics and marketing of the course and where possible will provide the venue. In return, the course will be marketed as 'in association with' the organisation, and receive free places for their own staff or partners.

Tailored workshops

TPI has extensive experience tailoring training workshops to individual organisations or partnerships. Along with partnership skills training, it also runs workshops on partnership review, stakeholder engagement, partnering strategy development.

Is your organisation *Fit for Partnering?*

Is your organisation *institutionally* set up to partner effectively? Does it have the right leadership and strategy, systems and processes, internal support, skills and culture? TPI supports the development of organisations to remove internal challenges to partnering and ensure all the elements are in place to support staff in creating strategically valuable collaboration.

About The Partnering Initiative

The Partnering Initiative (TPI) is an independent, UK-based charity with 11 years of leading-edge work in the theory and practice of cross-sector partnership.

TPI facilitates widespread, systematic and effective collaboration between business, civil society, government and development agencies by: building individuals' professional development; supporting organisations to become institutionally effective at partnering; facilitating, reviewing and troubleshooting partnerships; and creating a network of in-country partnership platforms that can catalyse partnerships systematically.

TPI sets good practice standards in partnering through its range of tools and guidebooks.



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