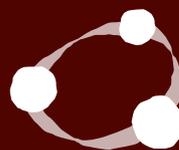# 3-DAY PARTNERSHIP TRAINING COURSE:
Oxford: May and October 2017

Building Effective Partnerships for Development

the partnering initiative

in association with

Business Fights Poverty

3-day introductory training course:
Building Effective Partnerships for Development

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. From local multi-stakeholder collaborations to global alliances: governments, business, civil society, and development agencies are joining their resources and competencies to stimulate innovation, maximise impact, and ensure sustainability.

However, effective collaboration between stakeholders with different missions, interests, cultures and even vocabularies is difficult to achieve. It requires common understanding across partners; collective leadership; a collaborative mindset and a key partnering skill set; and 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, delivered around the world, and developed a series of guidebooks to support practitioners.

TPI has developed an **expanded 3-day course,** 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.

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.

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, mind-set 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.

certificate in partnering practice

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

2017 trainings

15 - 17 May
23 - 25 October

Oxford University Club
11 Mansfield Rd, Oxford OX1 3SZ

Cost

3-day non-residential course (including training materials, lunches, coffees): £1000 companies, £800 Non-Profit/Gov

Optional Certificate in Partnering Practice: £300

Further info and registration

www.partnerinit.org/training

Opportunity to host a training…

TPI is seeking organisations interested in partnerships who are willing to host training events at locations around the world. 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 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 workshops

TPI runs a wide range of workshops from stakeholder engagement to partnering strategy development, specifically tailored to the needs of individual 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.
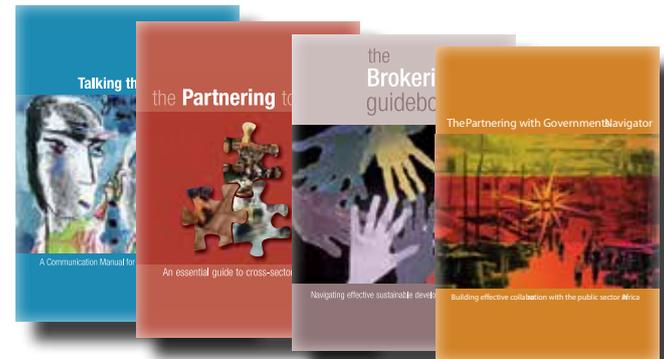
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